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Ranking The Top 25 Marketing Companies

	Total Assets		Gross Revenues		Net Income		Sales Ranking Among Top 500	
	1986	1985	1986	1985	1986	1985	1986	1985
Exxon	1	1	1	1	1	1	2	2
Mobil	2	2	2	2	2	6	5	3
Texaco	3	4	3	3	5	5	8	6
Chevron	4	3	4	4	6	4	10	7
Shell	5	5	6	6	4	3	15	14
Amoco	6	6	5	5	3	2	13	11
Arco	7	8	7	7	7	19	20	12
Tenneco	8	7	8	9	13	17	21	18
Standard	9	9	11	11	21	10	33	24
Conoco (a)	10	10	NA	NA	NA	NA	NR	NR
Phillips	11	11	9	8	9	8	31	17
Sun	12	12	10	10	8	7	33	20
Unocal	13	13	12	12	11	9	48	31
Marathon (b)	14	14	NA	NA	NA	NA	NR	NR
Coastal	15	15	14	15	12	12		
Amerada Hess	16	16	15	14	15	20	92	48
Ashland	17	18	13	13	10	11	54	46
Diamond Shamrock	18	17	16	16	18	21	130	93
Pennzoil	19	19	19	20	13	14	100	167
Kerr-McGee	20	21	17	17	20	13	152	117
Murphy	21	20	20	19	19	15	247	169
American Petrofina	22	22	18	18	16	18	182	157
Citgo (c)	23	23	NA	NA	NA	NA	NR	NR
Getty	24	24	21	21	14	16	NR	NR
Cumberland (d)	25	25	NA	NA	NA	NA	NR	NR

(a) Conoco is a subsidiary of Du Pont and does not disclose financial data; (b) Marathon is a subsidiary of USX Corp. and does not disclose financial data; (c) Citgo is a subsidiary of Southland Corp. and provides only limited financial data; (d) Cumberland Farms is family-owned and does not disclose financial data; NR means Not Ranked by Fortune 500, which is the source of this ranking column.

Exxon's Long Asset Shadow: 76% Greater Than 2nd Place Mobil

With assets of $69.5-billion at the end of 1986, Exxon Corp. is by far the biggest of the score or so of megabuck companies that supply U.S. consumers with most of their gasoline, heating oil and other petroleum products.

Mobil is the industry's second largest in terms of assets but even with $39.4-billion in its favor, it's still only about half the size of the titan of them all. Texaco slipped past Chevron in 1986 and now ranks third. Its assets are listed at $34.9-billion and Chevron's at $34.8-billion. Shell, which became the country's leading gasoline marketer last year (See Share of Market section) ranked fifth, with assets of $26.2-billion.

The erosion of Chevron, which had been the No. 1 gasoline marketer prior to Shell's takeover, is interesting but not necessarily surprising.

Chevron had been ranked about fifth in size in 1984 when it bought Gulf Oil Corp. for $13-billion, still the biggest single acquisition in the nation's history, bar none. That achievement enabled Chevron to vault to second place in size and to take over leadership in the annual gasoline gallonage derby.

Forced by law to divest itself of properties in the Southeast and pressed into retreat in the bitterly competitive Northeast, however, Chevron's total assets shrank in 1984 by a restatement of its Gulf acquisition, then again in 1986 to $34.9-billion, its second big decline in three years.

Exxon, Arco and Pennzoil were the only companies that appeared to have improved their asset structures in 1986. Exxon rose 0.5%, Arco 6.5% and Pennzoil 2.1%. Exxon, however, was the only one that had maintained the growth pattern of the 1980s. Arco and Pennzoil sustained breaks in their chains (See related story on next page).

(continued on next page)

Oil Company Assets—1981-1986

	Ranking		(in billions of dollars) Assets		% Chng.
	1986	1985	1986	1985	'86 vs '85
Exxon	1	1	**$69,484(c)**	$69,160	0.5%
Mobil	2	2	39,412	41,752	(5.6)
Texaco	3	4	34,940	37,703	(7.3)
Chevron	4	3	34,853	38,889	(11.1)
Shell	5	5	26,214	**26,528**	(1.2)
Amoco	6	6	23,706	25,198	(15.9)
Arco	7	8	21,603	20.279	6.5
Tenneco	8	7	18,021	**20,437**	(11.8)
Standard	9	9	15,955	**18,330**	(13.0)
Conoco	10	10	13,000	**14,115**	(7.9)
Phillips	11	11	12,399	14,045	(11.7)
Sun	1[illegible]	12	11,684	**12,923**	(9.6)
Unocal	13	13	10,133	**10,797**	(6.2)
Marathon	14	14	9,184	10,074	(8.8)
Coastal	15	15	7,877	**8,258**	(4.5)
Amerada Hess	16	16	4,914	6,219	(21.0)
Ashland	17	18	3,805	3,928	(3.1)
Diamond Shamrock	18	17	3,517	4,618	(23.8)
Pennzoil	19	19	3,369	3,300	2.1
Kerr-McGee	20	21	3,090	3,702	(16.5)
Murphy	21	20	1,980	2,661	(25.6)
American Petrofina	22	22	1,777	**1,817**	(2.2)
Citgo	23	23	1,210	1,274	(5.0)
Getty	24	24	(a)	(a)	
Cumberland	25	25	(b)	(b)	

(a) Getty Petroleum's assets were below $1-billion but were included in this table for an approximate ranking.
(b) Cumberland Farms does not disclose financial data but was included in this table for approximately ranking.
(c) All boldface totals indicate individual company peak years.

(Asset Values, continued . . .)

Ten of the score or so multi-billion companies appeared to have hit their asset peaks—at least for the time being—in 1985 and 1984. Two have to go back to 1982 to find their financial high water marks (See related table).

A more startling comparison is that again, with the exception of Exxon, all of the top companies reported their 1986 assets were down significantly versus their peak years. Some can attribute this to the wrenching cutbacks in the wake of the collapse of crude and product marketplaces last year. Some can blame attritional processes as well as spinoffs of assets.

Some companies, Phillips and Unocal particularly, were forced to sell selected assets as a result of the havoc caused by corporate raiders. Others, like Chevron and Texaco, which inflated their sizes with big merger bites (Gulf and Getty, for example) were ordered by the courts to divest some of their assets to equalize competitive factors.

Another interesting sidelight to the current rankings of companies by assets is the reemergence of both Conoco and Marathon Petroleum. After Conoco was acquired by Du Pont and Marathon by U.S. Steel (now known as USX Corp.) their sales figures, earnings and other vital statistics were rolled into the corporate reports, thus circumscribing the traditional financial materials and making comparisons impossible.

The asset data are once again available for both so they now can be included in the listings of the top 25 marketing companies. Conoco ranks 10th in oil assets and Marathon, 14th.

Limited data on other big independent marketers are now available too, including Citgo, which is Southland's marketing division; Cumberland Farms, whose purchase of a Chevron-Gulf empire in the Northeast made it the nation's biggest independent market of gasoline, and Getty Petroleum, the second biggest independent. Southland nominally would outrank Getty as an independent gasoline marketer and perhaps Cumberland too, but since it also has a refinery, its status is different—that of a refiner-marketer rather than a "pure" independent.

In addition to stunting asset growth in 1986, the stunning collapse of crude and product prices also produced another major change in historic ratings and rankings.

Only two companies—Exxon and Mobil—earned more than $1-billion last year compared with six the year before. In bygone years there were as many as 10 to 12 in this exclusive "billionaire's club." Those who fell by the wayside in 1986 were Chevron, Amoco, Shell and Standard, formerly Sohio.

—The Top 25 Marketers

Ranking		(in billions of dollars) Assets		% Chng.	% Chng.	(in billions of dollars) Assets	
1984	1983	1984	1983	'85 vs '84	'84 vs '83	1982	1981
1	1	$63,278	$62,963	9.3%	0.5%	$62,289	$61,548
3	2	41,851	37,022	0.2	19.3	35,216	34,776
4	3	37,774	27,199	(0.1)	38.7	27,114	27,489
2	5	45,404	24,010	(14.3)	89.1	23,490	23,680
6	7	23,729	22,169	11.8	7.0	21,376	20,118
5	4	25,734	25,805	(2.1)	0.3	24,289	22,964
7	6	21,952	23,282	(7.6)	(4.9)	21,633	19,733
8	8	18,205	17,994	12.3	1.2	17,378	16,808
9	9	17,487	16,362	4.8	6.9	16,016	15,743
11	NR	13,497	NA	4.6	NA	NA	NA
10	10	16,955	13,094	(17.2)	29.6	12,097	11,264
12	11	12,789	12,466	1.1	2.5	11,850	11,822
13	12	10,203	9,288	5.8	10.6	8,511	7,592
14	13	9,949	9,332	1.3	6.6	9,624	5,933
18	19	3,295	3,338	150.6	1.3	3,225	3,182
15	14	6,353	6,217	(2.1)	2.2	6,145	6,322
17	16	4,037	4,108	(2.5)	1.7	4,210	4,122
16	15	5,396	6,024	(14.4)	(10.4)	3,194	3,016
20	19	3,243	3,517	1.8	(7.8)	3,226	2,999
19	18	3,771	3,806	(16.5)	0.9	3,762	3,415
21	20	2,685	2,792	(10.9)	(3.8)	2,990	2,777
22	21	1,706	1,399	6.5	21.9	1,166	1,146
23	22	1,246	1,392	2.2	(10.5)	1,397	6,049
NR	NR	(a)	(a)	—	—	(a)	(a)
NR	NR	(b)	(b)	—	—	(b)	(b)

Assets—Peak Years vs. 1986

		(Billions of Dollars)		
	Peak Year	Peak Year Total	1986	% Change
Amer.-Hess......	1984	$ 6,353	$ 4,914	(22.7%)
Amer.-Petrofina..	1985	1,817	1,777	(2.2)
Amoco..........	1983	25,805	23,706	(8.1)
Ashland.........	1982	4,210	3,805	(9.6)
Arco............	1983	23,282	21,603	(7.2)
Coastal.........	1985	8,258	7,877	(4.6)
Chevron.........	1984	45,404	34,583	(23.8)
Citgo...........	1981	6,049	1,777	(70.6)
Conoco.........	1985	14,115	13,000	(7.9)
Dia. Shamrock...	1983	6,024	3,517	(41.6)
Exxon...........	1986	69,484	69,484	0.0
Kerr-McGee.....	1983	3,806	3,090	(18.8)

		(Billions of Dollars)		
	Peak Year	Peak Year Total	1986	% Change
Marathon........	1985	$10,074	$ 9,184	(8.8%)
Mobil...........	1984	41,851	39,412	(5.8)
Murphy.........	1982	2,990	1,980	(33.8)
Pennzoil........	1983	3,517	3,369	(4.2)
Phillips..........	1984	16,955	12,399	(26.9)
Shell............	1985	26,528	26,214	(1.2)
Standard........	1985	18,330	15,955	(13.0)
Sun.............	1985	12,923	11,684	(9.6)
Tenneco.........	1985	20,437	18,021	(11.8)
Texaco..........	1984	37,774	34,940	(7.5)
Unocal..........	1985	10,797	10,133	(6.1)

Oil Company 1986 Annual Reports

Financial

	Gross Sales-Operating Revenues (add 000)			Net Income (add 000)			Net Income % of Gross Sales	
	1986	1985	% Change	1986	1985	% Change	1986	1985
Amerada Hess Corp.	$4,062,255	$7,722,542	(47.4%)	(219,443)	(260,409)	—	—	—
American Petrofina	1,960,030	2,408,502	(18.6)	(24,569)	(10,163)	—	—	—
Amoco Corp.	18,281,000	26,922,000	(32.1)	747,000	1,953,000	(61.7)	4.1%	7.3%
Ashland Oil, Inc.	6,991,262	7,891,223	(11.4)	208,571	146,722	42.2	3.0	1.9
Atlantic Richfield Co.	14,487,000	21,723,000	(33.7)	615,000	(202,000)	—	4.2	—
Chevron Corp.	24,351,000	41,742,000	(41.7)	715,000	1,547,000	(53.8)	2.9	3.7
Citgo Petroleum Corp.	4,132,129	5,716,024	(27.7)	43,578	39,291	10.9	1.1	.7
Coastal Corp.	6,668,200	7,274,800	(8.0)	71,600	142,400	(49.7)	1.1	2.0
Conoco, Inc.	11,785,344	15,378,539	(23.4)	324,628	468,745	(30.7)	3.0	3.0
Diamond Shamrock Corp.	1,673,300	2,254,600	(25.8)	(64,800)	(16.1)	—	—	—
Exxon Corp.	76,555,000	92,869,000	(17.6)	5,360,000	4,870,000	10.1	7.0	5.2
Getty Petroleum Corp.	953,152	1,334,951	(28.6)	17,104	11,455	48.7	1.8	.9
Marathon Oil Corp.	7,026,000	9,603,000	(26.9)	73,000 (a)	1,274,000 (a)	(942.7)	—	—
Mobil Oil Corp.	49,865,000	60,609,000	(17.7)	1,407,000 (c)	1,040,000 (d)	35.3	2.8 (c)	1.8 (d)
Murphy Oil Corp.	1,313,283	2,197,638	(40.2)	(194,750)(b)	79,704	—	—	3.6
Phillips Petroleum Corp.	10,015,000	15,800,000	(36.6)	234,000	596,000	(60.7)	2.3	2.6
Shell Oil Corp.	17,353,000	20,477,000	(15.3)	833,000	1,650,000	(49.5)	4.8	8.1
Standard Oil Co. (Ohio)	10,022,000	13,818,000	(27.5)	(311,000)	308,000	—	—	2.2
Sun Co., Inc.	9,376,200	13,769,000	(31.9)	385,000	527,000	(27.3)	4.1	3.8
Tenneco Inc.	14,529,000	15,244,000	(4.7)	139,000	171,000	(18.7)	1.0	1.1
Texaco Inc.	32,591,000	47,514,000	(31.4)	725,000	1,233,000	(41.2)	2.2	2.6
Unocal Corp.	7,482,000	10,738,000	(31.1)	176,000	325,000	(45.8)	2.4	3.0

(a) Operating income

(b) After write-down in stated values of certain assets of $228,760,000 (net of taxes and minority interest)

(c) Income for 1986 includes the $150 million loss on the sale of Container Corp. of America.

(d) The presentation for 1985 has been revised to conform with guidance issued by the Securities Exchange Commission in 1986 to include the $508 million provision for restructuring of Montgomery Ward.

Operating

	Net Crude Production b/d				Refinery Crude Runs b/d				Domestic Refined Product Sales	
	Domestic		Foreign		Domestic		Foreign			
	1986	1985	1986	1985	1986	1985	1986	1985	1986	1985
Amerada Hess Corp.	65,877	67,109	83,638	95,073	293,000	337,000	—	—	358,000	417,000
American Petrofina	(c)	18,548	—	—	(c)	117,277	—	—	(c)	166,129
Amoco Corp.	394,000	401,000	416,000	446,000	855,000	839,000	59,000	60,000	936,000	911,000
Ashland Oil, Inc.	2,835	2,755	30,750	20,781	321,702	297,458	0	0	370,587	359,633
Atlantic Richfield Co.	659,100	647,700	74,600	62,100	374,200	353,200	—	—	391,100	374,900
Chevron Corp.	546,200	566,000	400,600	418,700	1,335,100	1,358,100	464,800	597,800	1,547,000	1,683,000
Citgo Petroleum Corp.	—	—	—	—	66,500	80,000	171,000	123,900	5,061,000	4,679,000
Coastal Corp.	11,149	14,092	—	—	245,500	195,000	—	—	203,560	159,178
Conoco, Inc.	127,578	119,254	316,625	305,306	377,421	364,445	138,393	131,693(a)	452,983	425,646
Diamond Shamrock Corp.	—	—	—	—	131,447	124,838	—	—	161,177	149,653
Exxon Corp.	761,000	768,000	953,000	884,000	1,080,000	1,054,000	1,952,000	1,849,000	1,106,000	1,123,000
Getty Petroleum Corp.	—	—	—	—	—	—	—	—	—	—
Marathon Oil Corp.	155,000	160,200	89,000(b)	115,100(b)	442,200	402,700	49,300	49,500	514,491	470,510
Mobil Oil Corp.	342,000	352,000	357,000	397,000	643,000	647,000	902,000	943,000	841,000	789,000
Murphy Oil Corp.	15,897	13,610	37,387	41,484	82,369	76,622	21,474	19,907	88,044	86,238
Phillips Petroleum Corp.	316,000	346,000	124,000	139,000	301,000	292,000	—	—	513,000	528,000
Shell Oil Corp.	499,000	463,000	51,000	39,000	975,000	890,000	—	—	1,173,000	953,000
Standard Oil Co. (Ohio)	726,600	719,700	0	0	622,800	597,500	0	0	644,500	604,200
Sun Co., Inc.	171,300	195,100	31,500	30,000	416,100	391,700	60,400	62,200	540,400	528,800
Tenneco Inc.	91,788	93,311	39,007	38,368	126,759	98,688	—	—	167,050	146,112
Texaco Inc.	520,000	640,000	556,000	698,000	920,000	838,000	1,014,000	1,010,000	1,227,000	1,155,000
Unocal Corp.	168,000	170,000	94,000	97,000	404,000	363,000	—	—	442,000	420,000

(a) Restated 1985

(b) Tanker liftings of equity crude

(c) 1986 figures not yet available

Quarterly and Full-Year Earnings— 1986 vs. 1985

(Add 000,000)

	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Full-Year 1986	Full-Year 1985	% Change
Exxon	$1,710.0	$1,115.0	$1,055.0	$1,480.0	$5,360.0	$4,870.0	10.1%
Mobil	440.0	582.0	182.0	201.0	1,405.0	1,040.0	35.1
Chevron	356.0	216.0	208.0	(86.0)	715.0	1,547.0	(53.8)
Texaco	328.0	185.0	162.0	50.0	725.0	1,230.0	(41.1)
Shell	276.0	219.0	133.0	254.0	883.0	1,650.0	(46.7)
Amoco	331.0	238.0	13.0	165.0	747.0	1,953.0	(61.8)
Tenneco	124.0	80.0	(246.0)	3.0	(39.0)	(1.0)	—
Arco	288.0	150.0	102.0	64.0	615.0	(202.0)	—
Standard Oil	253.0	(681.0)	52.0	31.0	(345.0)	308.0	—
Phillips	96.0	8.0	113.0	11.0	228.0	418.0	(45.5)
Sun	146.0	100.0	69.0	70.0	385.0	527.0	(26.9)
Unocal	70.2	34.6	21.8	49.2	175.8	325.1	(45.9)
Amerada Hess	(339.3)	19.7	41.8	58.3	(219.4)	(260.4)	—
Dia. Shamrock	(10.0)	34.5	(97.9)	(42.2)	(115.6)	(604.7)	—
Ashland (*)	39.0	80.2	34.3	27.2	—	—	—
Kerr-McGee	22.1	3.2	(325.8)	8.8	(291.7)	136.5	—
Pennzoil	42.3	25.2	(10.1)	46.5	45.4	113.9	(59.9)
Murphy	10.9	2.6	(0.5)	(207.8)	(194.8)	79.7	—
American Fina	(39.7)	4.4	5.7	5.0	(24.6)	(10.2)	—

Downstream Earnings: The Silver Lining 1986 vs. 1985

(Add 000,000)

	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Full-Year 1986	Full-Year 1985	% Change
Exxon (total)	$607.0	$573.0	$460.0	$336.0	$1,976.0	$872.0	126.6%
domestic	160.0	197.0	106.0	17.0	480.0	229.0	109.6
foreign	447.0	376.0	354.0	319.0	1,496.0	643.0	132.7
Mobil (total)	255.0	464.0	321.0	254.0	1,294.0	333.0	292.1
domestic	51.0	170.0	80.0	65.0	366.0	157.0	133.1
foreign	204.0	294.0	241.0	189.0	928.0	176.0	427.3
Chevron (total)	158.0	229.0	207.0	46.0	689.0	490.0	40.6
domestic	37.0	121.0	130.0	(128.0)	209.0	321.0	(34.9)
foreign	121.0	108.0	77.0	174.0	480.0	169.0	184.0
Texaco							
worldwide	301.0	322.0	212.0	(10.0)	825.0	276.0	198.9
Shell							
domestic	61.0	76.0	78.0	35.0	319.0	269.0	18.6
Amoco							
worldwide	19.0	173.0	133.0	37.0	362.0	262.0	38.2
Arco							
domestic	89.0	121.0	94.0	48.0	353.0	262.0	34.8
Standard Oil							
domestic	10.0	149.0	174.0	108.0	436.0	351.0	24.2
Phillips (total) (**)	118.0	150.0	126.0	75.0	458.0	342.0	33.9
domestic	98.0	155.0	128.0	72.0	443.0	327.0	35.5
foreign	20.0	(5.0)	(2.0)	3.0	15.0	15.0	—
Sun							
domestic	68.0	111.0	29.0	(7.0)	201.0	128.0	57.0
Amerada Hess	(374.4)	—	51.4	37.0	N.A.	N.A.	—
Ashland (*) (**)	59.9	131.9	70.0	21.9	—	—	—
Kerr-McGee	(2.4)	7.3	1.0	8.3	13.2	24.7	(46.6)

(*) Ashland is 1st Qtr. on both tables; fiscal ends 9/30.
(**) Operating and pre-tax, not net.

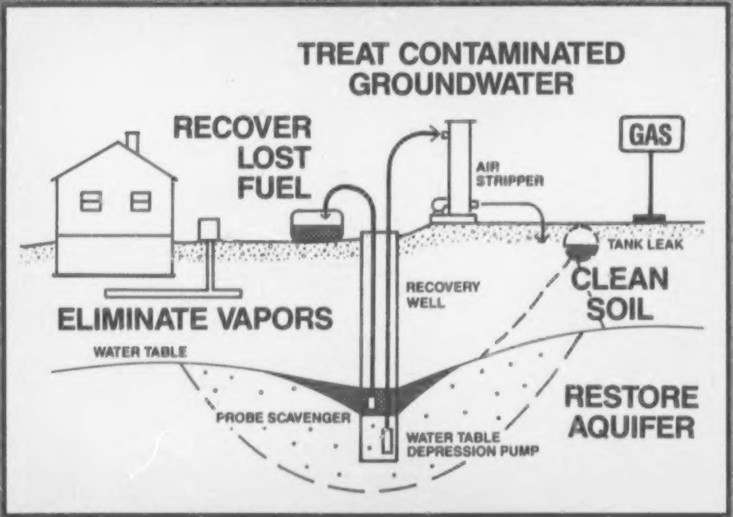
How Oil Spends Its TV Money

Network TV Spending

Company	1985 (Add 000)	1986 (Add 000)	% Change
Burmah (Castrol)	$7,793	$8,288	+ 6%
Ashland	7,154	7,599	+ 6
Phillips	8,343	6,933	−17
Quaker State	7.270	6,209	−15
Texaco	3,139	4,326	+38
Pennzoil	4,331	3,063	−29
Mobil	3,036	3,040	+ 1
Unocal	1,525	1,836	−20%
Goodwrench Motor Oil (GM)	2,029	1,215	−40
Witco (Kendall)	843	1,099	+30
Sun	2,328	504	−78
Chevron	436	319	−27

Source: Television Bureau of Advertising from Broadcast Advertisers Reports data 1986.

UNDERGROUND LEAK PROBLEMS?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GAS
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Spot TV Spending

Company	1986 (Add 000)	1985 (Add 000)	% Change
Chevron	$16,953	$15,516	+ 9
Amoco	13,746	9,024	+ 52
Exxon	13,189	16,002	− 18
Texaco	8,305	5,023	+ 65
Mobil	8,295	9,238	− 10
Unocal	7,250	4,812	+ 51
Shell	6,795	15,055	− 55
Atlantic Richfield	6,064	2,174	+179
Ashland	4,829	3,368	+ 43
Pennzoil	4,772	4,948	− 4
Sun	4,076	3,720	+ 10
Burmah (Castrol)	2,664	958	+178
Standard Oil	1,684	2,757	− 39
Phillips	1,631	1,242	+ 31
Witco (Kendall)	1,213	1,304	− 7
Conoco	1,182	1,428	− 17
Citgo (Southland)	1,094	676	+ 62
Amerada Hess	949	1,355	− 30
Getty	932	596	+ 56
Quaker State	926	1,311	− 29

Source: Television Bureau of Advertising from Broadcast Advertisers Reports 1986.

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Heart disease
doesn't have to be.

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MEMORIAL PROGRAM.

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American Heart Association

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Current Automotive Registrations

	Automobiles			Trucks and Buses			All Motor Vehicles			Motorcycles
State	Registered 1985	Estimated 1986	% Chng.	Registered 1985	Estimated 1986	% Chng.	Registered 1985	Estimated 1986	% Chng.	Estimated 1986
Alabama	2,343,261	2,417,000	3.1	994,570	1,044,000	5.0	3,337,831	3,461,000	3.7	58,000
Alaska	219,590	217,000	−1.2	133,425	131,000	−1.8	353,015	348,000	−1.4	9,000
Arizona	1,582,722	1,662,000	5.0	652,299	691,000	5.9	2,235,021	2,353,000	5.3	84,000
Arkansas	900,065	939,000	4.3	483,634	496,000	2.6	1,383,699	1,435,000	3.7	30,000
California	14,723,189	15,384,000	4.5	4,176,032	4,319,000	3.4	18,899,221	19,703,000	4.3	677,000
Colorado	2,016,522	2,027,000	0.5	742,356	742,000	0.0	2,758,878	2,769,000	0.4	107,000
Connecticut	2,306,432	2,377,000	3.1	158,418	160,000	1.0	2,464,850	2,537,000	2.9	58,000
Delaware	369,407	383,000	3.7	95,684	102,000	6.6	465,091	485,000	4.3	11,000
Dist. of Col.	308,343	328,000	6.4	18,009	17,000	−5.6	326,352	345,000	5.7	4,000
Florida	7,849,144	8,142,000	3.7	2,015,691	2,207,000	9.5	9,864,835	10,349,000	4.9	226,000
Georgia	3,358,953	3,375,000	0.5	1,221,067	1,311,000	7.4	4,580,020	4,686,000	2.3	115,000
Hawaii	569,086	589,000	3.5	81,793	83,000	1.5	650,879	672,000	3.2	18,000
Idaho	531,854	528,000	−0.7	321,785	334,000	3.8	853,639	862,000	1.0	48,000
Illinois	6,104,331	6,137,000	0.5	1,622,407	1,648,000	1.6	7,726,738	7,785,000	0.8	221,000
Indiana	2,988,820	3,035,000	1.5	1,035,212	1,055,000	1.9	4,024,032	4,090,000	1.6	130,000
Iowa	1,937,601	1,988,000	2.6	758,191	776,000	2.3	2,695,792	2,764,000	2.5	274,000
Kansas	1,474,205	1,490,000	1.1	673,718	681,000	1.1	2,147,923	2,171,000	1.1	94,000
Kentucky	1,773,567	1,777,000	0.2	841,200	864,000	2.7	2,614,767	2,641,000	1.0	38,000
Louisiana	2,067,013	2,079,000	0.6	945,077	975,000	3.2	3,012,090	3,054,000	1.4	55,000
Maine	620,473	641,000	3.3	219,538	220,000	0.2	840,011	861,000	2.5	44,000
Maryland	2,720,700	2,771,000	1.8	556,013	588,000	5.9	3,275,713	3,359,000	2.5	63,000
Massachusetts	3,268,503	3,264,000	−0.1	469,547	473,000	0.7	3,738,050	3,737,000	0.0	124,000
Michigan	5,356,975	5,762,000	7.6	1,369,703	1,425,000	4.0	6,726,678	7,187,000	6.8	214,000
Minnesota	2,625,831	2,744,000	4.5	759,500	804,000	5.9	3,385,331	3,548,000	4.8	175,000
Mississippi	1,329,424	1,375,000	3.4	416,532	435,000	4.4	1,745,956	1,810,000	3.7	25,000
Missouri	2,622,141	2,648,000	1.0	935,728	945,000	1.0	3,557,869	3,593,000	1.0	78,000
Montana	394,510	382,000	−3.2	257,672	246,000	−4.5	652,182	628,000	−3.7	24,000
Nebraska	835,785	842,000	0.7	421,404	420,000	−0.3	1,257,189	1,262,000	0.4	40,000
Nevada	511,760	502,000	−1.9	197,669	194,000	−1.9	709,429	696,000	−1.9	18,000
New Hampshire	813,600	854,000	5.0	160,293	165,000	2.9	973,893	1,019,000	4.6	66,000
New Jersey	4,413,999	4,428,000	0.3	495,367	498,000	0.5	4,909,366	4,926,000	0.3	128,000
New Mexico	746,068	732,000	−1.9	429,633	423,000	−1.5	1,175,701	1,155,000	−1.8	41,000
New York	7,901,004	8,165,000	3.6	1,140,821	1,188,000	4.1	9,041,825	9,373,000	3.7	253,000
North Carolina	3,247,486	3,314,000	2.0	1,202,897	1,222,000	1.6	4,450,383	4,536,000	1.9	67,000
North Dakota	381,200	376,000	−1.4	273,927	273,000	−0.3	655,127	649,000	−0.9	29,000
Ohio	6,746,339	6,972,000	3.3	1,355,273	1,359,000	0.3	8,101,612	8,331,000	2.8	279,000
Oklahoma	1,854,553	1,915,000	3.3	1,009,195	1,000,000	−0.9	2,863,748	2,915,000	1.8	105,000
Oregon	1,560,345	1,561,000	0.0	643,340	662,000	2.9	2,203,685	2,223,000	0.9	84,000
Pennsylvania	5,889,416	5,980,000	1.5	1,319,677	1,360,000	3.1	7,209,093	7,340,000	1.8	215,000
Rhode Island	518,896	517,000	−0.4	91,178	98,000	7.5	610,074	615,000	0.8	27,000
South Carolina	1,683,435	1,715,000	1.9	538,163	561,000	4.2	2,221,598	2,276,000	2.4	39,000
South Dakota	404,220	429,000	6.1	246,132	248,000	0.8	650,352	677,000	4.1	35,000
Tennessee	2,944,971	3,070,000	4.2	808,955	844,000	4.3	3,753,926	3,914,000	4.3	105,000
Texas	8,562,581	8,606,000	0.5	3,881,606	4,006,000	3.2	12,444,187	12,612,000	1.3	273,000
Utah	739,627	733,000	−0.9	359,170	372,000	3.6	1,098,797	1,105,000	0.6	52,000
Vermont	301,435	315,000	4.5	96,173	103,000	7.1	397,608	418,000	5.1	21,000
Virginia	3,641,696	3,838,000	5.4	611,599	625,000	2.2	4,253,295	4,463,000	4.9	84,000
Washington	2,484,484	2,652,000	6.7	1,041,878	1,115,000	7.0	3,526,362	3,767,000	6.8	136,000
West Virginia	818,678	860,000	5.0	361,768	379,000	4.8	1,180,446	1,239,000	5.0	32,000
Wisconsin	2,457,806	2,528,000	2.9	729,185	753,000	3.3	3,186,991	3,281,000	2.9	206,000
Wyoming	286,113	286,000	0.0	213,465	221,000	3.5	499,583	507,000	1.5	19,000
TOTAL	**132,108,164**	**135,671,000**	**2.7**	**39,582,569**	**40,861,000**	**3.2**	**171,690,733**	**176,532,000**	**2.8**	**5,358,000**

Source: Federal Highway Administration, Table SS85-3, published October 1986.

Estimated Licensed Drivers, By Sex and States, 1985 and 1986

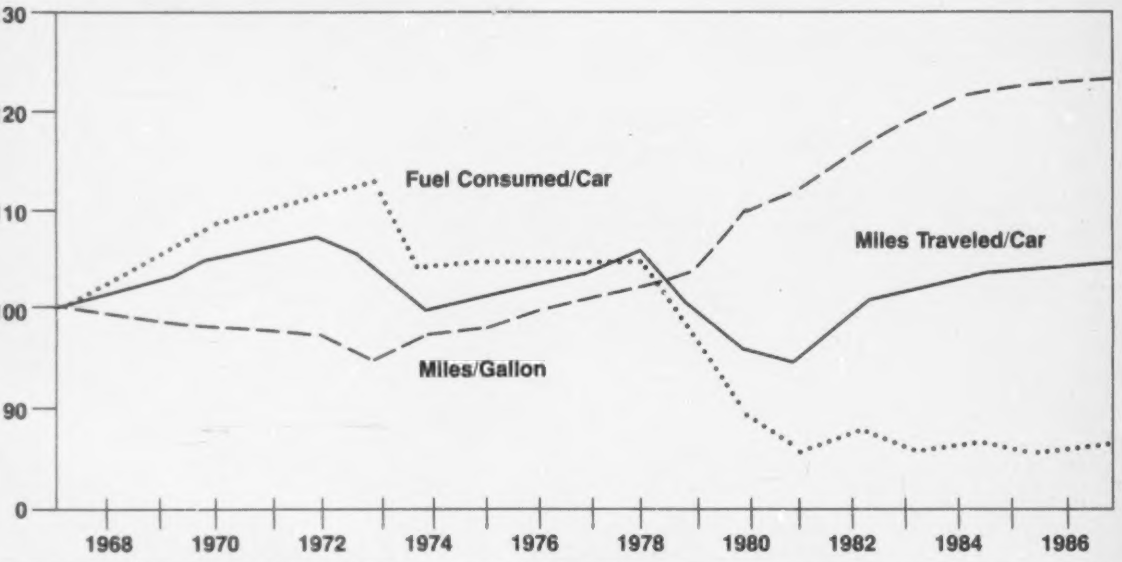
(Add 000)

	1985 (Actual)				1986 (Estimated)		
State	**Male**	**Female**	**Total**	**% Male Drivers**	**Male**	**Female**	**Total**
Alabama	1,280	1,182	2,462	51.98	1,291	1,193	2,484
Alaska	169	131	300	56.24	170	132	302
Arizona	1,258	1,066	2,324	54.12	1,296	1,098	2,394
Arkansas	888	836	1,724	51.52	910	857	1,767
California	9,198	8,247	17,445	52.72	9,396	8,426	17,822
Colorado	1,221	1,063	2,284	53.47	1,234	1,073	2,307
Connecticut	1,189	1,125	2,315	51.38	1,200	1,135	2,335
Delaware	229	219	448	51.03	232	222	454
Dist. of Col.	211	173	385	54.96	217	177	394
Florida	4,134	3,882	8,016	51.57	4,171	3,917	8,088
Georgia	2,006	1,904	3,910	51.30	2,030	1,927	3,957
Hawaii	326	268	594	54.85	331	273	604
Idaho	360	332	692	51.98	367	339	706
Illinois	3,486	3,464	6,950	50.16	3,524	3,502	7,026
Indiana	1,828	1,769	3,598	50.82	1,838	1,778	3,616
Iowa	933	968	1,901	49.10	922	956	1,878
Kansas	830	826	1,656	50.10	828	824	1,652
Kentucky	1,175	1,073	2,249	52.26	1,188	1,085	2,273
Louisiana	1,424	1,332	2,756	51.67	1,441	1,348	2,789
Maine	406	398	804	50.52	413	404	817
Maryland	1,497	1,411	2,907	51.48	1,521	1,433	2,954
Massachusetts	1,966	1,826	3,792	51.84	1,982	1,842	3,824
Michigan	3,176	3,078	6,254	50.78	3,203	3,104	6,307
Minnesota	1,287	1,187	2,473	52.02	1,302	1,200	2,502
Mississippi	962	849	1,811	53.12	974	860	1,834
Missouri	1,741	1,653	3,393	51.29	1,756	1,668	3,424
Montana	319	263	582	54.82	322	266	588
Nebraska	557	533	1,090	51.11	557	532	1,089
Nevada	367	332	699	52.56	375	339	714
New Hampshire	382	356	738	51.71	390	364	754
New Jersey	3,052	2,742	5,794	52.68	3,110	2,794	5,904
New Mexico	509	469	978	52.00	523	482	1,005
New York	5,330	4,511	9,841	54.16	5,398	4,569	9,967
North Carolina	2,106	2,017	4,123	51.08	2,143	2,053	4,196
North Dakota	229	214	443	51.70	232	216	448
Ohio	3,780	3,557	7,336	51.52	3,776	3,553	7,329
Oklahoma	1.136	1,107	2,243	50.66	1,155	1,124	2,279
Oregon	1,031	929	1,960	52.61	1,021	919	1,940
Pennsylvania	4,011	3,544	7,555	53.09	4,051	3,580	7,631
Rhode Island	315	304	619	50.90	319	307	626
South Carolina	1,087	1,045	2,132	50.97	1,104	1,062	2,166
South Dakota	249	235	484	51.36	249	236	485
Tennessee	1,546	1,480	3,025	51.09	1,569	1,502	3,071
Texas	5,705	5,104	10,809	52.78	5,676	5,079	10,755
Utah	488	475	963	50.67	501	488	989
Vermont	202	183	385	52.50	207	187	394
Virginia	1,937	1,867	3,804	50.93	1,966	1,895	3,861
Washington	1,533	1,448	2,981	51.42	1,550	1,464	3,014
West Virginia	699	600	1,299	53.79	704	604	1,308
Wisconsin	1,668	1,544	3,211	51.93	1,692	1,567	3,259
Wyoming	178	154	332	53.51	167	145	312
Total	**81,592**	**75,276**	**156,868**	**52.01**	**82,494**	**76,100**	**158,594**
Percent Change From Prior Year	**0.7**	**1.2**	**1.0**	**—**	**1.0**	**1.0**	**1.0**

Source: Federal Highway Administration, Table SS85-5, published October 1986.

Passenger Car Efficiency Index

(Index: 1967 = 100)



Source: Energy Information Administration, Monthly Energy Review, for 1967 through 1985; *NPN* estimates and projections for 1986.

Passenger Car Energy Indicators—1967-1986

(1967 = 100)

	Passenger Cars Only						Passenger Cars (a)		
	Avg. Fuel Used per Car		Avg. Miles Traveled per Car		Avg. Miles per gal. of Fuel				
Year	Gal.	Index	Miles	Index	Miles	Index	Number Registered (000)	Gasoline Consumed (000,000 gal.)	Miles Traveled (000,000)
1986 (b)	529	80.1	9,950	103.5	18.00	129.5	140,000	74,060	1,393,000
1985	549	80.3	9,827	103.1	17.90	128.5	138,146	73,982	1,317,130
1984	553	80.8	9,787	102.7	17.70	127.1	134,334	73,283	1,274,074
1983	578	84.5	9,654	101.3	16.70	119.9	131,723	73,156	1,229,697
1982	587	85.8	9,533	100.0	16.25	116.7	129,500	72,848	1,191,623
1981	579	84.6	9,002	94.4	15.54	111.6	129,123	71,718	1,124,843
1980	603	88.2	9,135	95.8	15.15	108.8	127,448	73,375	1,129,887
1979	664	97.1	9,485	99.5	14.29	102.6	125,750	80,233	1,162,528
1978	715	104.5	10,046	105.4	14.06	100.9	121,717	83,775	1,194,287
1977	706	103.2	9,839	103.2	13.94	100.1	118,711	80,677	1,141,166
1976	711	103.9	9,763	102.4	13.72	98.5	115,170	78,847	1,098,147
1975	712	104.1	9,634	101.1	13.53	97.1	111,679	76,457	1,050,472
1970	735	107.5	9,978	104.7	13.57	97.4	92,095	65,784	900,992
1967	684	100.0	9,531	100.0	13.93	100.0	82,367	55,110	774,203

(a) These totals include motorcycles; (b) Estimates by *NPN* based on Federal Highway Administration preliminary data.
Source: Energy Information Administration, Monthly Energy Review; Federal Highway Administration, Table (VM-1)

Mileage and Fuel Consumption Data—1985

	Passenger Vehicles						
	Passenger Cars	Motorcycles	All Personal Passenger Vehicles	Buses	All Passenger Vehicles	Trucks and Combinations	All Motor Vehicles
Fuel consumed (million gal.)	72,512	240	72,752	1,230	73,982	47,376	121,358
Average per vehicle (gal.)	549	44	529	2,072	536	1,215	685
Average miles per gal.	17.90	50.00	18.01	5.64	17.80	9.66	14.52
Vehicles registered (thousands)	132,108	5,444	137,553	593,527	138,146	38,989	177,135
Average miles traveled	9,827	2,204	9,525	11,678	9,534	11,737	10,019
Average miles traveled (millions):							
Main rural roads	—	—	304,196	1,592	306,508	130,397	436,905
Local rural roads	—	—	195,613	1,892	197,505	95,905	293,410
Urban streets	—	—	809,673	3,447	813,117	231,330	1,044,447
Total travel in 1985	**1,298,199**	**12,000**	**1,310,199**	**6,931**	**1,317,130**	**457,632**	**1,774,762**
Total travel in 1984	**1,255,342**	**12,000**	**1,267,342**	**6,732**	**1,274,074**	**444,074**	**1,718,148**

Source: Federal Highway Administration, Table VM-1, 1985, published October, 1986; all 1985 data are preliminary. For revised 1984 data, see FHA Highway Statistics 1985, Table VM-1.

1985 Relationships by Population and Drivers

State	Resident Population (1,000)	Licensed Drivers per 1,000 Resident Population	Registered Motor Vehicles per 1,000 Resident Population	Gal. of Fuel per Vehicle	Miles per Gal.	Annual Miles per Vehicle	Vehicle Miles per Licensed Driver
Alabama	4,021	612	830	651	16.14	10,513	14,256
Alaska	521	576	678	808	13.46	10,878	12,800
Arizona	3,187	729	701	802	12.04	9,655	9,283
Arkansas	2,359	731	587	994	12.43	12,367	9,927
California	26,365	662	717	668	16.44	10,985	11,901
Colorado	3,231	707	854	617	15.35	9,477	11,446
Connecticut	3,174	729	777	604	14.87	8,987	9,571
Delaware	622	720	748	787	14.67	11,535	11,977
Dist. of Col.	626	615	521	550	17.97	9,876	8,377
Florida	11,366	705	868	592	15.07	8,926	10,985
Georgia	5,976	654	766	813	14.43	11,728	13,736
Hawaii	1,054	564	618	518	20.07	10,389	11,385
Idaho	1,005	689	849	615	14.68	9,032	11,135
Illinois	11,535	602	670	681	13.46	9,169	10,194
Indiana	5,499	654	732	781	12.97	10,135	11,336
Iowa	2,884	659	935	580	12.91	7,490	10,621
Kansas	2,450	676	877	668	13.42	8,974	11,641
Kentucky	3,726	603	702	759	14.38	10,907	12,685
Louisiana	4,481	615	672	780	14.20	11,077	12,107
Maine	1,164	691	722	751	14.70	11,044	11,541
Maryland	4,392	662	746	676	15.05	10,177	11,466
Massachusetts	5,822	651	642	681	15.59	10,619	10,468
Michigan	9,088	688	740	647	15.50	10,020	10,777
Minnesota	4,193	590	807	626	15.43	9,656	13,218
Mississippi	2,613	693	668	810	13.52	10,957	10,564
Missouri	5,029	675	707	831	13.29	11,041	11,577
Montana	826	705	790	787	14.76	11,610	13,008
Nebraska	1,606	679	783	715	13.41	9,588	11,061
Nevada	936	747	758	820	13.01	10,665	10,823
New Hampshire	998	739	976	492	15.74	7,740	10,216
New Jersey	7,562	766	649	736	14.70	10,818	9,167
New Mexico	1,450	674	811	789	14.30	11,286	13,569
New York	17,783	553	508	695	14.40	10,011	9,198
North Carolina	6,255	659	711	780	14.38	11,218	12,109
North Dakota	685	647	956	649	12.68	8,223	12,160
Ohio	10,744	583	754	670	13.91	9,325	10,298
Oklahoma	3,301	680	868	744	14.63	10,888	13,900
Oregon	2,687	729	820	660	14.75	9,737	10,949
Pennsylvania	11,853	637	608	704	14.85	10,463	9,534
Rhode Island	968	640	630	644	14.83	9,545	9,405
South Carolina	3,347	637	664	835	14.38	12,008	12,513
South Dakota	708	683	919	710	13.60	9,652	12,972
Tennessee	4,762	635	788	786	12.28	9,659	11,984
Texas	16,370	660	760	813	14.16	11,512	13,254
Utah	1,645	585	668	742	14.76	10,955	12,501
Vermont	535	720	743	697	16.89	11,791	12,172
Virginia	5,706	667	745	734	15.35	11,268	12,599
Washington	4,409	676	800	597	16.34	9,748	11,532
West Virginia	1,936	671	610	756	14.19	10,728	9,752
Wisconsin	4,775	673	667	711	16.19	11,509	11,422
Wyoming	509	652	981	842	12.83	10,811	16,275
Total	**238,739**	**666**	**719**	**707**	**14.62**	**10,337**	**11,314**

Source: Federal Highway Administration, Table SS85-18, published October 1986.

Gasoline	Motor Oil
Adams Resources & Energy Inc.	
Phillips (r,ur,up,d)	(Phillips 66)
Conoco (r,ur,up)	M & M
	Unique
	HDS
	HDS + 1
	Super HDS 11
	Trop Artic
Advanced Oil Co.	
Prestige	Kendall
Agway Petroleum Corp.	
Agway (r,ur,up,d)	Agway
Power Champ (r,ur,up,d)	
American Petrofina Inc.	
Fina (r,ur,up)	Fina SA Non Detergent
	Fina Ultra Supreme
	Fina Universal
Amoco Corp.	
Amoco (r)	Amoco Amolube
Amoco Lead Free (ur)	Amoco 100
Amoco Silver Lead Free	Amoco 200
Amoco Premium Lead Free (up)	Amoco 300
	Amoco 400
	Amoco Turbo
	Amoco LDO
	Amoco Ultimate
Anchor Gasoline Corp.	
Canal (r,ur,up)	
Bayou (r,ur,up)	
Arkansas Valley Petroleum	
DX (r,p,sp)	
Phillips 66 (r,p,sp)	
Ashland Oil Inc.	
Ashland (r,ur,up)	SuperAmerica
SuperAmerica (r,ur,up,sp,usp,d)	Valvoline
Payless (r,ur,up,sp,usp,d)	
Hi-Fy (r,ur,up,sp,usp,d)	
Bi-Lo (r,ur,up,sp,usp,d)	
Save More (r,ur,up,sp,usp,d)	
SoLo (r,ur,up,sp,usp,d)	
Red Head (r,ur,up,sp,usp,d)	
Atlantic Refining & Marketing Corp.	
Regular Leaded	Special 30
Regular Unleaded	Super Premium 30
Super Unleaded Premium	Premium Motor Oil 10W30
	Super Premium 10W40
	Super Fleet 15W40
Atlantic Richfield Co.	
ARCO (r,ur,up)	ARCO
	ARCOfleet HD
	ARCO XHD
	ARCOfleet S3 Plus
	ARCOsupreme
	ARCO GT
	ARCO Graphite
Automatic Comfort Corp.	
Sunoco (r,ur,up,usp)	Citgo
Texaco (r,ur,up)	Texaco
	Sunoco
Bagwell Oil Co., Inc.	
Union 76	Union 76
	Wolf's Head
E.M. Bailey Distributing Co.	
Chevron (r,ur,up,d)	Chevron
Pettro (r,ur,sp,d)	Quaker State
Beacon Oil Co.	
Beacon (r,ur,p,up,d)	Sequoia
Ultra (r,ur,p,d)	Beacon
Gas-N-Go (r,ur,p,d)	
Best Oil Co.	
	Gulf
	Mobil
	Amoco
	Quaker State
Brennan Petroleum Products Co. Inc.	
Brenco (r,ur,p,up)	
Browning Oil Co.	
Shell (r,ur,up)	Shell
Rally (r,ur,up)	
California Target Enterprises Inc.	
Fast Save (r,ur,p,up,sp,usp)	
Q Brand (r,ur,p,up,sp,usp)	
Quality (r,ur,p,up,sp,usp)	
Campbell Oil Co. (Ohio)	
Sunoco	Sun
Shell	Citgo
Union 76	Valvoline
Ashland	Shell
Marathon	Pennzoil
Standard Oil	Union
	Kendall
Cannon Oil Corp.	
Cannon (r,p,sp)	Cannon Regular
	Cannon 30WHD
	Cannon 10W-40
Cardon Corp.	
Mobil	Mobil
Gulf	Shell
Chevron	Pennzoil
	Valvoline
	Quaker State
Castrol Inc.	
	Castrol Heavy Duty 30
	Castrol Heavy Duty 40
	Castrol GTX 5W/30
	Castrol GTX 10W/30
	Castrol Multi-grade 20W/40
	Castrol GTX 10W/40
	Castrol GTX 20W/50
	Castrol GTX 10W/50
Cenex	
Cenex (r,ur,up)	Econex
Diesel Fieldmaster (usp)	Cenex Golden D
	Superlube 518
	Superlube XL
Certified Oil Co.	
Certified (r,ur,p)	Certified
	Quaker State
	Valvoline
Chapman Inc.	
Texaco (r,ur,p,up,sp,usp)	URSP
	Havoline
Charter Marketing Co.	
Charter Old Colony (r,ur,up)	Charter ND 30
A-1 (r,ur,up)	Charter HD 30
	Charter 10W30
	Charter 10W40
	Charter BIA Outboard
Chevron Corp.	
Chevron Regular (r)	Chevron Special
Chevron Unleaded (ur)	Chevron DELO
Chevron Supreme Unleaded (up)	Chevron Custom
	Chevron RPM
Calco Regular (r)	Chevron DELO 400
Calco Unleaded (ur)	Gulfpride Single-G
Calco Premium Unleaded (up)	Gulfpride Super Premium
	Gulf Super Duty
Gulf (r)	Gulf Super Duty Plus
Gulf (ur)	Gulf Lube XHD
Gulf Super Unleaded (up)	
Piggy Bank (r,ur,up)	
Cibro Gasoline Corp.	
Cibro (r,ur,p,up)	Cibro Prima
	Cibro D-3000
Circle K Corp.	
Aero K (r,ur,up)	
Citgo Petroleum Corp.	
Citgo Regular (r)	Citgo Non-detergent Motor Oils
Citgo Unleaded (ur)	
Citgo the Performer (up)	Citgo C-300 HD Detergent Motor Oils
	Citgo All Season Motor Oils
	Citgo C-500 Motor Oils
	Citgo C-500 PLUS Motor Oils
Clark Oil & Refining Corp.	
Regular Leaded	Clark H.D.
Regular Unleaded	Clark Premium 5W-30
Super Unleaded	Clark Premium 10W-40
	Clark Premium 10W-30
Coast Oil Co.	
Texaco (r,ur,up,d)	Morlube
Arco (r,ur,up,d)	Coast
Rotten Robbie (r,ur,p,up,d)	
Coastal Corp.	
Derby	
Coen Oil Co.	
Amoco	
Mobil	
Union	
Citgo	
Colonial Oil Industries Inc.	
Eagle (r)	
Colonial No-Lead (ur)	
Colonial No-Lead (up)	
Golden Eagle (usp)	
Como Oil Co.	
Phillips 66 (r,ur,p,up)	
Conoco Inc.	
Conoco (r,ur,up)	Par
	Tracon
	Tracon Supreme
	Super Motor Oil
	Fleet Motor Oil
	H.P. Racing
	H.P. Turbo
	H.P. Extreem
CONNA Corp.	
Regular Leaded	
Premium Unleaded	
Super-premium Unleaded	
Diesel	
Consumers Oil Corp. of Trenton, N.J.	
Mobil	
Chevron	
Texaco	
Cook & Cooley Inc.	
Texaco (r,ur,up)	
Crown Central Petroleum Corp.	
Crown (r)	All Season HD
Lead-Free (ur)	Premium HD
Lead-Free Xtra (up)	Quality
Diesel (d)	Universal ATF
Crystal Flash Petroleum Corp.	
Citgo	
Crystal U.S.A. Oil Inc.	
Crystal (r,ur,p,d)	Saxon
C.S.C. Oil Co.	
CSC (r,ur,up)	
Curt's Oil Co., Inc.	
Curt's (r,up,usp,d)	Curt's HD
	Curt's Premium
	Curt's ATF
Curtis Parker Oil Co. Inc.	
Regular leaded	Par
Regular unleaded	Tracon
Premium unleaded	Super
	New Generation
	Fleet
K. E. David, Ltd.	
Citgo (r)	
DeBlois Oil Co.	
Texaco (r,ur,usp)	Havoline
Sunoco (r,ur)	Havoline/Sunoco 10W30
Sunoco Ultra (usp)	Havoline/Sunoco 10W40
Dennis K. Burke Inc.	
Citgo (r,ur,up)	Citgo
	Fleetline
	Shell
	Chevron
	Castrol
	Texaco
	Amalie
	Exxon
Derby Refining Co.	
Derby (r)	Triumph
DerbyStar Kleen (ur)	Super Flex
HI-LO Premium Unleaded	Ultra Life
	Premium E^2
Desert Oil Co.	
Chevron	
Diamond Shamrock Refining & Marketing Co.	
GTC (usp)	
Dickey, Inc.	
Conoco	
Texaco	
Dixie Oil Co.	
Dixie (r,ur,up)	Dixie
	Super Dixie
Drakes Refining Stations	
	National
	Quaker State
	Pennzoil
DWF, Inc.	
Sun (r,ur,up,sp,usp)	CDI
	Pennzoil
	DX
	Texaco
	Quaker State

Gasoline	Motor Oil
East Coast Oil Corp.	
East Coast (r,ur,up)	Superior
	Warren
	Pennzoil
Edgington Oil Co., Inc.	
Regular Leaded	
Regular Unleaded	
Premium Leaded	
EMRO Marketing Co.	
	Titan H.D.
	Titan 5W30, 10W30, 10W40, 15-40
Englefield Oil Co.	
Duke (r,ur,up)	Duke
Gulf (r,ur,up)	Gulf
Marathon (r,ur,up)	Marathon
	Mobil
Exxon Co., U.S.A.	
Exxon (r,ur,usp)	Superflo High Performance
Exxon Plus	Superflo Supreme Performance
Farm & Home Oil Co.	
Texaco (r,ur,p,up,sp,usp)	Texaco
Farmland Industries, Inc.	
Co-op Magnum XP (up)	Co-op Double Circle
Co-op Ruby GHP (dp)	Co-op Premium Dual Season
F.O. Fletcher Oil, Inc.	
Amoco (r)	Chevron Delo
Chevron (up)	Shell Rotella
Texaco (usp)	
Sinclair (r)	
Flying J (up)	
Tosco (usp)	
Flying J Inc.	
Flying J (r,p,sp)	
Husky (r,p,sp)	
Fortmeyer Inc.	
Pennzoil	Citgo
	Pennzoil
	Kendall
	Arco
Foster Oil Co.	
Regular Leaded	Union
Regular Unleaded	Mobil
Super Premium Unleaded	Pennzoil
Franko Oil Co.	
Franko (r,ur,p,sp)	
Fuelman, Inc.	
Fuelman (r,ur,p,d)	Fuelman Fleet Super Duty
H.N. Funkhouser & Co.	
Handy Mart (r)	
Gasco Gasoline, Inc.	
Gasco (r,ur,up)	Gasco Premium
	Gasco-H.D. Premium
Geldbach Petroleum Co., Inc.	
Mobil	Mobil
General Oil Co. Inc.	
Conoco	Conoco
Sinclair	
Getty Petroleum Corp.	
Getty	Getty
Power Test	Power Test
Global Petroleum Corp.	
Mobil	
Sun	
Conoco	
Global	
King	
Godwin Oil Co.	
Texaco	
Phillips	
Gresham Petroleum Co.	
Amoco (r,ur,up,d)	Amoco
Gulf Oil	
Good Gulf (r)	Gulflube
Gulfcrest (ur)	Gulflube HD
Gulf Super Premium (usp)	Gulflube XHD
	Super Duty
	Gulfpride
	Super Premium
Gull Industries Inc.	
Gull (r,ur,up)	
Highland Petroleum Inc.	
Gas Pit (r,p)	
Highway Oil, Inc.	
Regular leaded	Workingman's Friend
Regular unleaded	
Premium unleaded	
Diesel	
Angus I. Hines Inc.	
Shell (r,ur,up,d)	
Texaco (r,ur,up,d)	
Sentry (r,ur,up,d)	
Citgo	
Hop-In Food Stores	
Hop-In w/ethanol (r,ur,up)	Havoline
	Pennzoil
	Quaker State
Horkey Oil Co. Inc.	
Shell (r,ur,p,d)	Shell
Horn Distributing Co. Inc.	
Gulf	
Hughes Oil Co.	
Mobil	Mobil
Hughes	
Hull Oil Co.	
Hull (r,ur,p,up,sp,usp,d)	
Hunt Oil Co.	
Parade	
Independent Stations Co.	
Atlantic (r,ur,sp,usp)	Arco
	Shell
	Chevron
	Quaker State
Inter State Oil Co. Inc.	
	National
	Interstate
J. & L. Oil, Inc.	
	J&L Special
	J&L Certified HD
	J&L HD10W30, 10W40
Jacobus Co.	
Citgo	
Union 76	
Joe Bob's Food Stores, Inc.	
Crystal (r,ur,up,usp)	Saxon N.D.
	Saxon H.D.
	Saxon 10W30, 10W40
Johnson Products Inc.	
Citgo (r,ur,up)	Citgo
Sunoco	Mobil
Getty (ur,up)	Sunoco
Texaco (r,ur,up)	
Mobil (r,ur,up)	
Top Gas (r,ur,up)	
Kellam Energy, Inc.	
	Texaco
	Quaker State
	Arco
Kellett Oil Co.	
Texaco (r,ur,p,up,sp,usp)	GRC
Phillips 66 (r,ur,p,up,sp,usp,o)	Texaco
Sinclair (r,ur,p,up,sp,usp)	
Kelley Williamson Co.	
	Mobil
	Citgo
	Phillips
Kerr-McGee Refining Corp.	
KM (r,ur,p,up,sp,usp,o)	ValuLube
	Blue Max "All Fleet"
	Heavy Duty
	Blue Velvet FEO
Kickapoo Oil Co.	
Kickapoo (r,ur,p,up,d)	Kickapoo
	Pennzoil
Kimber Petroleum Corp.	
Amoco	Amoco
Citgo	Citgo
Mobil	Mobil
Kimbro Oil Co.	
Amoco (r,ur,usp)	Amolube 30
	Amoco MV10W30
	Amoco LDO 10W40
Kingston Oil Supply Corp.	
Mobil	Mobil
Getty	
Kirschner Bros. Oil Co.	
Chevron	
Getty	
Krause Gentle Oil Corp.	
Kerr-McGee	Gordons
Conoco	Pennzoil
Amoco	Quaker State
Total	
Citgo	
Derby	
Lake Shore Petrocorp	
Phillips 66 (r,ur)	Phillips Trop Artic
Marathon (r,ur)	Phillips All Season
Land O' Lakes Inc.	
Land O' Lakes (r,ur,d)	Supreme 212
	Golden D
Lokey Oil Co.	
Diamond Shamrock	Diamond Shamrock
Lyden Oil Co.	
Amoco (r,ur,usp,d)	Amoco
Citgo (r,ur,up)	Quaker State
	Valvoline
MAPCO Petroleum Inc.	
Delta (r,ur,up,d)	Delta 10W40
	Delta Non Detergent 30-Way
	Delta Heavy Duty
Marathon Petroleum Co.	
MILE-maker Regular (r)	#287 Marathon Hyd. & Flushing Oil
MILE-maker Lead-Free (ur)	
SUPER-M Lead-Free (up)	Multipower-3 Motor Oil
	V.E.P. Heavy Duty Motor Oil
	Endurance Oil
	Marafluid ATF
	All-Season Motor Oil
	577 Marafluid Super HT
	Dexron II
	Ultra-D 5W-40
Martin Oil Marketing Ltd.	
Martin (r,ur,up,d)	Martin Oil
	Martin HD
	Martin 10/30
	Martin 10/40
McDowell Oil Service Inc.	
Exxon	
McLeieer Oil, Inc.	
	Kendall
	Pennzoil
	Sunoco
	Unocal
	Marathon
	Quaker State
Merit Oil Corp.	
Merit (r,ur,up)	Merit Special
	Merit 10W30
	Merit 10W40
	Merit ATF
Merritt Truax Inc.	
Texaco	Chevron
Arco	Texaco
Pride of Oregon	Arco
	Quaker State
	Kendall
M.G.S. Oil, Petroleum & General Trading Corp.	
Marathon (r,ur,usp)	ARCO
Gulf (r,ur,usp)	Marathon
Mid-Missouri Oil Co.	
Shell	
Midwest Petroleum Co.	
Sunoco	All Temp
Shell	Pennzoil
	Sun
	Shell
	Chevron

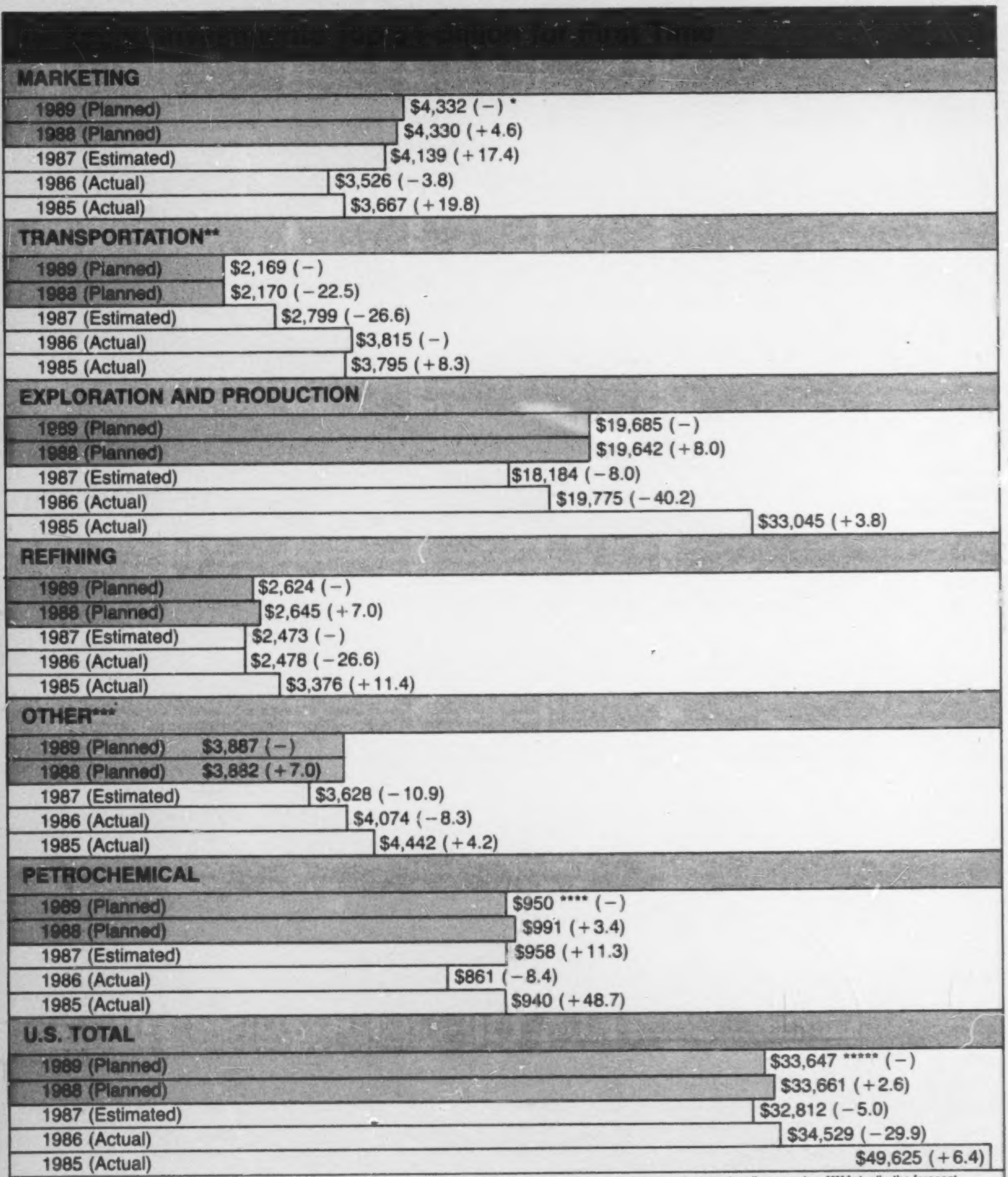
KEY:
Gasoline
(r) Regular
(ur) Unleaded regular
(p) Premium
(up) Unleaded premium
(sp) Super Premium
(usp) Unleaded super premium
(o) Other
(d) Diesel

Gasoline	Motor Oil
Milder Oil Co. Inc.	
Texaco	Milderene
	Cato
	Texaco
Miller Enterprises Inc. (Handy Way Food Stores)	
Union 76 (r,ur,p,d)	Union 76
	Quaker State
Miller & Holmes, Inc	
M&H	M&H
Miller Oil Co. (Va.)	
Amoco	
Exxon	
Phillips 66	
Mobil	
Missouri Terminal Oil Co.	
Fina (r,ur,p,up,usp,o)	Fina
Midco (r,ur,up,usp,o)	
Mobil Oil Corp.	
Mobil Regular (r)	Mobil Regular
Mobil Unleaded (ur)	Mobil Heavy Duty
Mobil Super Unleaded (up)	Mobil Super 10W-30
	Mobil Super 10W-40
Mid-Grade (o)	Mobil Super 20W-50
Mobil Special (o)	Mobil Super 5W-30
	Mobil 1 Formula 15W-50
	Mobil 1 5W-30
E. L. Morgan Co.	
Chevron	Morgane
MPD Petroleum Inc.	
Union (r,ur,p,up,sp,usp)	Pennzoil
	Kendall
	National
Murphy Oil USA Inc.	
Spur (r,ur,up)	
Musket Corp.	
Love's (r,ur,usp,d)	Double Eagle Recond. 30W
	Sup-R-Lub 30W
	Sup-R-Lub 20W
	Pennzoil 20W
	Pennzoil 30W
	Quaker State Red 30W
National Convenience Stores	
Stop-N-Go	
Turbo-Go (usp)	
National Oil Co.	
Natco (r)	Natco 30
Natco Plus (ur)	Natco 10W-30
Natco Super (p)	Natco 10W-40
National Oil & Gas Inc.	
Phillips 66 (r,ur,p,up,sp,usp)	
Marathon (r,ur,p,up,sp,usp)	
Newell Oil Co. Inc.	
Gulf (r,ur,up)	Gulf Pride
	Delo RPM
Noco Energy Corp.	
Noco (r,ur,p,up,sp,usp)	Exxon
	Mobil
Northville Industries Corp.	
Northville (r,ur,usp)	Northville
Oils Inc.	
Oil Kote	Oil Kote
Olympian Oil Co.	
Olympic (r,ur)	Olympic
Parker Oil Co. Inc.	
Union 76	Union 76
Exxon	Exxon
Citgo	Citgo
Petrol	Texaco
Peavey Oil Co.	
Texaco (r,ur,up,d)	Texaco
	Chevron
	Pennzoil
	Valvoline
Pennzoil Products Co.	
Pennzoil (r,ur,up,sp)	Pennzoil
	Wolf's Head
Pester Corp.	
Derby (r,ur,p,up,sp,usp)	Derby
Petroleum Marketers Inc.	
Shell (r,ur,up)	Citgo
Exxon (r,ur,up)	Exxon
Citgo (r,ur,up)	Shell
Petrotex Marketing, Inc.	
Shell (r,ur)	Liberty
	Fina
	Pennzoil
	Quaker State
	Chevron
	Shell
Phillips Petroleum Co.	
Phillips 66 (r,ur,up,usp)	Unique
	MM Motor Oil
	Super HD II
	Trop-Artic
Pilot Oil Corp.	
Pilot (r,ur,up,d)	Pilot Economy Motor Oil
	Pilot Premium Motor Oil
Pride of Texas Distributing Co. Inc.	
Texaco	
Diamond Shamrock	
Pride Oil Co. Inc. (Tenn.)	
Pride (r,ur,up)	Kelso
	Havoline
	Kendall
Private Brand Services Inc.	
	Pennzoil
Quaker State Oil Refining Corp.	
Quaker State (r,ur,up)	Quaker State HD Motor Oil
	Quaker State HDX Universal Fleet Motor Oil
	Quaker State Super Blend Motor Oil
	Quaker State DeLuxe Motor Oil
	Quaker State Sterling Motor Oil
QuikTrip Corp.	
QuikTrip (r,ur,up,d)	Redline
Racetrac Petroleum Inc.	
Racetrac (r,ur,up,usp,o)	
Reinauer Petroleum Co.	
Citgo (r,ur,p,up,sp,usp,o)	
Remote Services Inc./Conna Corp.	
Regular leaded	
Regular unleaded	
Super unleaded	
Diesel	
River Oil Co.	
Phillips 66	Phillips 66
Robinson Oil Co. Inc.	
Rotten Robbie (r,up,usp,d)	
Russell Petroleum Corp.	
Regular leaded	Quaker State
Regular unleaded	Texaco
Premium unleaded	Fina
Sahara Oil Co. Inc.	
Texaco (r,ur,p,up,sp,usp)	
Santee Oil Co. Inc.	
Shell (r,ur,up)	Shell Fire & Ice
	Shell Rotella T
	Shell Rotella X-100
Save-X USA Inc.	
Save-X (r,ur,up)	Econo (Premier)
Serv-N-Save (r,ur,up)	Quaker State
	Texaco
Sears Oil Co. Inc. (N.Y.)	
Sears	Tri Pure
	Sears Premium
	Sears Supreme
Self Service Oil Co.	
U Pump (r,ur,up,d)	Pennzoil
Sprint (r,ur,up,d)	Quaker State
	Citgo
Shay Oil Co. Inc.	
Exxon (r,ur,p,up,sp,usp)	Plus
	Uniflo
	Extra
	Aquaglide
Shelby Petroleum Corp.	
Peer (r,ur,p,up,sp,usp,o)	Bonus Regular
Sail (o)	Sail Premium
Bonus (r,ur,p,up,sp,usp,o)	Peer Premium
	Peer HD
	Peer Multi-Grade (Peer AFT)
Shell Oil Company	
SU-2000 (usp)	Shell X-100
RU-2000 (ur)	Shell Fire & Ice
Shell Regular (r)	
SR-2000 (p)	
Shotmeyer Bros. Petroleum Corp.	
Mobil	Mobil
Shotmeyer Oil Corp.	
U-Save	
Mogas	
The SICO Co.	
Amoco (r,ur)	Citgo
Atlantic (r,ur)	Texaco
Texaco (r,ur)	Valvoline
	Amoco
	Quaker State
Simon Oil Co. Inc.	
Sunoco (r,ur,up)	
Mobil (r,ur,up)	
Sinclair Oil Corp.	
	Dinolene
	Dino Supreme
R.L. Smeltz Oil Co. Inc.	
Amoco (p,up,sp,usp)	Amoco
Silver (o)	Pennzoil
Pennzoil (r,ur,p,up,sp,usp)	Quaker State
Smith-Shafer Oil Co.	
SS (r,ur,up)	SS
	Quaker State
SMO Inc.	
Texaco	Venellus
BP	Havoline

Gasoline	Motor Oil
Somerset Refinery Inc.	
Somerset (r,ur,p)	G.R. (Gurley Products) Havoline Valvoline Pennzoil Quaker State
SOS Oil Corp.	
Gulf SOS	
Southern Counties Oil Co.	
ARCO (r,ur,p,up,sp,usp,o)	Southern Counties Oil
Mobil (r,ur,p,up,sp,usp,o)	Mobil
SCOC (r,ur,p,up,sp,usp,o)	ARCO Chevron Shell Texaco Union
Southern Oil Co. Inc.	
Phillips 66	Phillips 66 Quaker State Pennzoil
Southern States Co-op	
Southern States (r,ur,up)	
Spartan Petroleum Co. Inc.	
Chevron (r,ur,sp)	Chevron Zeroline
The Spencer Companies Inc.	
Amoco (r,up,usp,o)	Amoco Citgo Texaco Quaker State
M. Spiegel & Sons Oil Corp.	
Gulf SOS	
The Standard Oil Company (Ohio)	
Octron (r)	HQD
Cetron (ur)	Premex
Super Cetron (up)	Boron
Good Gulf (r)	QVO
Gulf Crest (ur)	Nitrex
Gulf Super (up)	Gulf Pride
Steuart Petroleum Co.	
Steuart (r,ur,p,up,sp,usp)	Kampcam II Pennzoil
Stevens Oil Co.	
Chevron (r,p,up,sp,usp)	Chevron Zerolene Chevron Special Chevron Custom Chevron ATF Chevron Delo
Sumrall Oil Services, Inc.	
SOS	
Sun Refining & Marketing Co.	
Regular leaded	Diamond
Regular unleaded	Sun Lube
Plus (up)	Dynalube
Super Sunoco Ultra (usp)	Special
Economy (d)	MPG Plus
Sunshine Jr. Stores, Inc.	
JR. (r,ur)	Saxon
Citgo (r,ur)	Citgo Havoline
Taylor Oil Co.	
ETNA (r,ur,up)	
TCR Inc.	
TCR (r,ur,up)	TCR Non-Detergent TCR High Detergent TCR 10W-40
Tenneco Oil Co.	
Tenneco (r,ur,up)	Shurlube
Direct (r,ur,up)	Tenneco Four Seasons
Trust (r,ur,up)	Tenneco Extra Heavy Duty
Red Diamond (r,ur,up)	Tenneco Special Detergent Tenneco Super H.D. Diesel Motor Oil
Texaco Inc.	
Texaco Regular (r)	Havoline Premium
Texaco Super Regular w/Ethanol (o)	Havoline Supreme
Texaco Unleaded (ur)	Havoline High Performance
Texaco Unleaded Plus (up)	
Texaco Super Unleaded (usp)	
Texaco Super Unleaded w/Ethanol (o)	
Texaco Premium w/Ethanol (o)	
Texas City Refining Inc.	
TCR (r,ur,usp)	TCR
Texas Star Oil Co.	
Texaco	Texaco Chevron Gulf
Thornhill Oil Co.	
Amoco (r,ur,up)	Amolube LDO Ultimate
Time Saver Stores Inc.	
Amoco (r,ur,usp) Texaco (r,ur,usp) Gulf Exxon Shell Private	
Tooley Oil Co.	
Shell (r,ur,sp,usp,d) Tooley's (r,ur,sp,usp,d)	
Torco Oil Co.	
Sun	Sun
Marathon	Texaco
Total Petroleum Inc.	
Total (r,ur,up,usp,d)	Total Duralube
Vickers (r,ur,up,usp,d)	Total Super HD
APCO (r,ur,up,usp,d)	Total Superlube
Best (r,ur,up,usp,d)	Total 500
Transit Oil Co.	
Transit (r,p,sp)	Transit
Travelers Petroleum Inc.	
Texaco (r,ur,up) Self Way (r,ur,up)	
Trenton Oil Co. Inc.	
Amoco (r,ur,usp)	Amoco Quaker State
Triton Inc.	
Hoppy (r,ur,up)	
Ultramar Petroleum Inc.	
Ultramar (r,ur)	Ultramar
Mobil (r,ur)	Chevron Mobil
Ultra Power Corp.	
Gulf (r,ur,p,up,sp,usp,o)	Foxhead
Ultra Power (r,ur,p,up,sp,usp,o)	ARCO Gulf
United Refining Co.	
Super Kwik (usp)	
Unocal Corp.	
76 (r,ur,up)	Unocal Heavy Duty Unocal Premium Unocal Guardol Unocal Super 10W-30 Unocal Super 10W-40 Unocal 20W-50 High Performance
Wake Up Oil Co.	
Wake Up (r,ur,usp)	
Warren Equities, Inc.	
Sunoco	MacMillan
Citgo (r,ur,up)	Oilzum
Mobil (r,ur,up)	Citgo Sunoco Shell Mobil
Webster Oil Co.	
Phillips	Eagle Trop Artic Quaker State Pennzoil Havoline
West Penn Oil Co., Inc.	
	Emblem Oil
Western Marketing Inc.	
Conoco (r,ur,up,d)	Delo
Shell (r,ur,up)	Conoco Par Conoco Fleet Conoco Super Conoco Fleet Supreme Shell Rotella Aaro Shell
Wickland Oil Co.	
Regal (r,ur,p,up)	
A.T. Williams Oil Co.	
Wilco (r,ur)	Wilco
J.H. Williams Oil Co. Inc.	
Union 76 (r,ur,up)	Union Custom Union HD Union Guardol Union Premium Union Super Union HP-20W50
The Wills Group, Inc.	
	Havoline Phillips Exxon BP Chevron
York Oil Co. Inc.	
Citgo (r,ur,up)	
Zephyr Inc.	
Zephyr (r,ur,up)	Conoco Texaco Mobil Pennzoil Shell

Marketing Investments Are on the Upside

Even though product prices and profits were strictly on the downside in 1986, capital investments in oil marketing facilities are nearing record proportions for 1987 and 1988, according to the Data Resources, Inc. subsidiary of McGraw-Hill, Inc., of New York. The latest survey—DRI does one each spring and fall—was released less than a month ago.



Figures in parentheses indicate percentage change from previous year. **Does not include gas pipe lines. ***Includes coal mining by oil companies. ****Actually, the forecast did not include an estimate for 1989 but *NPN* made a projection based on prior data. *****1989 total includes a projected estimate for petrochemicals in that year, as indicated in preceding footnote.

Source: Data Research/McGraw-Hill, Inc. Thirty-fifth survey of Preliminary Plans for New Plants and Equipment 1985-1989, published in May, 1987.

Capital Spending in the Oil Industry: A 20-Year Overview at Home and Abroad

Because of the turmoil in the domestic and foreign oil industries in 1986 as a result of the collapse of crude oil and product markets, Chase Manhattan Bank did not complete its 1985 survey of capital spending within the allotted time frame. Both the 1985 and 1986 surveys are being rushed to completion and now are expected to be published later this summer.

(Millions of Dollars)

	1984		1983		1982		1981		1980	
	U.S.	**Foreign**	**U.S.**	**Foreign**	**U.S.**	**Foreign**	**U.S.**	**Foreign**	**U.S.**	**Foreign**
Marketing	$ 1,900	$ 3,275	$ 1,375	$ 3,330	$ 1,400	$ 3,700	$ 1,425	$ 3,775*	$ 1,300	$ 3,750
Refining (a)	4,200	15,700	5,100	17,075	7,550*	19,525*	7,250	18,325	5,650	16,125
Transportation	975	5,925	1,000	7,725	1,300	7,650	1,725	10,300	2,150	7,725
Production	38,050	34,650	37,275	36,575	52,275*	43,400*	51,700	41,675	33,100	33,775
Other	725	1,375	850	1,500	1,025	1,600	900	1,525	700	1,250
Total	**45,850**	**60,925**	**45,600**	**66,175**	**63,550***	**78,875***	**63,600**	**75,600**	**42,900**	**62,625**

	1979		1978		1977		1976		1975	
Marketing	975	2,775	950	2,290	775	1,895	625	1,555	650	1,550
Refining (a)	4,625	14,385	4,050	13,275	3,770	10,965	3,775	7,635	3,600	8,270
Transportation	1,450	6,575	1,350	7,380	2,300	8,060	3,900*	12,350*	3,725	11,510
Production	24,600	24,465	17,650	20,055	15,180	17,280	13,460	12,315	9,380	9,875
Other	550	1,225	475	980	445	980	325	785	370	735
Total	**32,200**	**49,425**	**24,475**	**43,900**	**22,400**	**39,180**	**22,085**	**34,640**	**17,725**	**31,900**

	1974		1973		1972		1971		1970	
Marketing	650	1,565	850	1,630	1,100	1,725	1,350	2,030	1,450*	1,770
Refinery (a)	2,600	7,115	1,475	4,565	1,350	4,995	1,550	4,740	1,625	3,900
Transportation	1,660	9,760	550	7,230	425	4,580	675	3,435	550	2,915
Production	11,450	8,085	7,440	5,485	5,915	4,190	3,385	3,830	4,335	2,895
Other	325	550	325	445	260	450	290	515	265	420
Total	**16,625**	**27,075**	**10,640**	**19,355**	**9,050**	**15,900**	**7,250**	**14,550**	**8,225**	**11,900**

	1969		1968		1967		1966		1965	
Marketing	1,250	1,555	1,150	1,515	1,250	1,455	1,100	1,310	1,000	1,430
Refinery (a)	1,525	2,995	1,450	2,980	1,600	2,550	1,575	2,435	1,125	1,665
Transportation	400	2,600	475	2,280	400	1,740	300	1,755	265	1,510
Production	4,750	2,790	4,925	2,535	4,025	1,975	3,770	1,870	3,760	2,025
Other	250	260	350	240	375	205	380	180	225	170
Total	**8,175**	**10,200**	**8,350**	**9,550**	**7,650**	**7,925**	**7,125**	**7,550**	**6,375**	**6,800**

(a) Includes chemicals and petrochemicals.

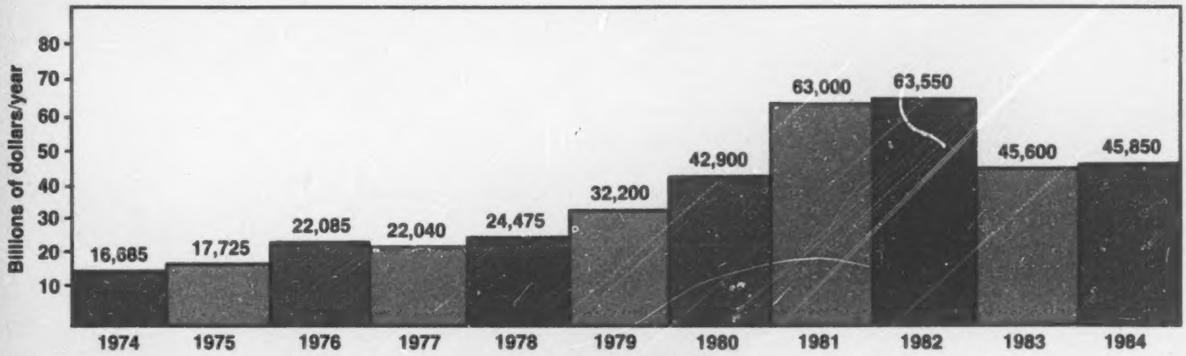
*Peak years are indicated with asterisks.

Source: Chase Manhattan Bank, Capital Investments in The World Petroleum Industry.

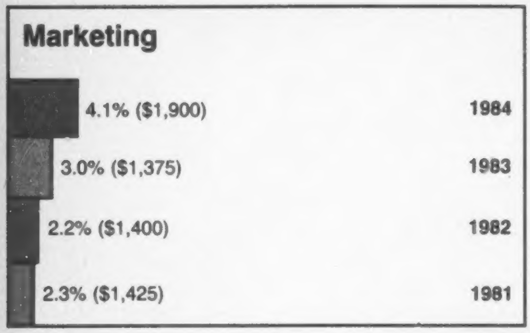
Capital Spending by U.S. Oil Companies

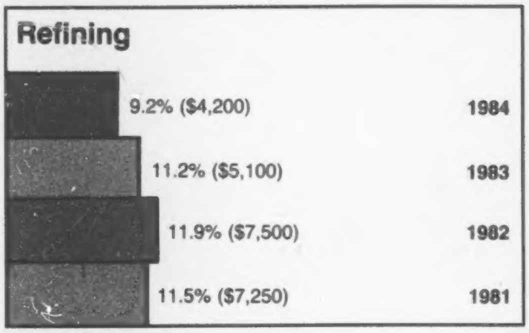
(millions of dollars)

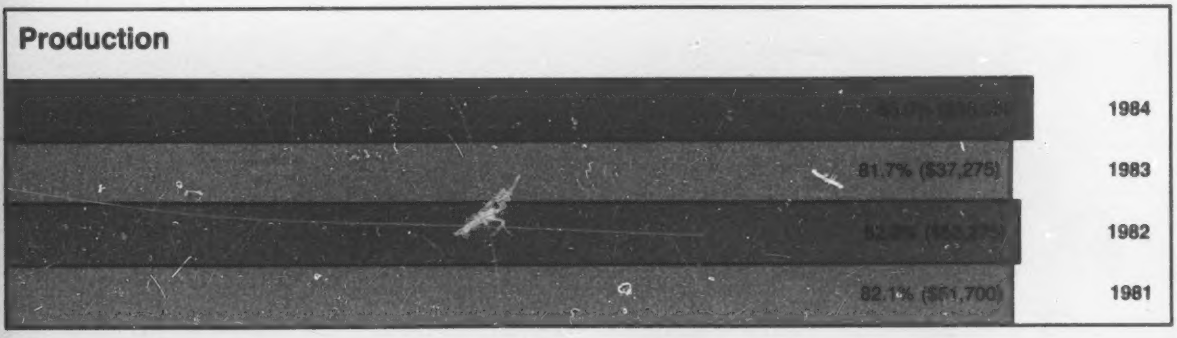
See note on preceding page about the availability of data covering the years 1985 and 1986.

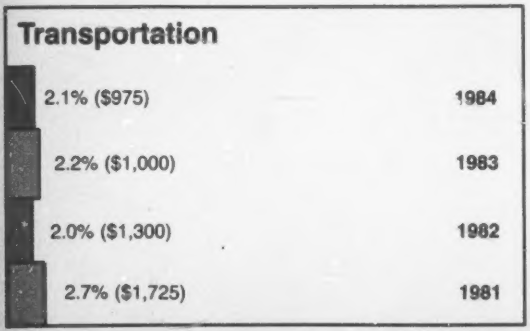


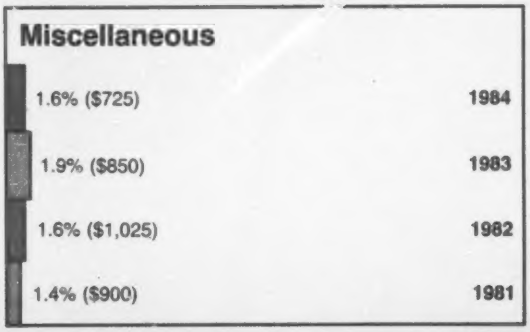
Spending by Divisions and Percentages


Marketing


Refining


Production


Transportation


Miscellaneous

Source: Chase Manhattan Bank, New York, NY

How Oil Companies Handle

Company	TOTAL BRANDED RETAIL OUTLETS	NUMBER OF STATES WHERE GASOLINE BRAND IS MARKETED†	BRANDED SERVICE STATIONS			
			Supplied Directly	Supplied Through Jobbers and Commissioned Agents	Lessee/ Dealer-operated	Salary-operated
Adams Resources & Energy, Inc.	128	1	80	48	76	4
Agway Petroleum Corp.	189	9	8	—	0	5
American Petrofina, Inc.	4,209(A)	24	122	3,245	11	111
Amoco Corp.	12,337(B)	30	4,159	8,178	4,057	102
Anchor Gasoline Corp.	108(C)	1	62	46	—	—
Ashland Oil, Inc.	715	16	—	—	—	—
Astroline Corp.	—	—	—	—	—	—
Atlantic Refining & Marketing Corp.	941	5	385	321	246	112
Atlantic Richfield Co.	1,719(D)	6	1,253	466	—	—
Atlas Oil Co. of Utica	0	0	—	—	—	—
Automatic Comfort Corp.	39	1	39	0	12	27
Bagwell Oil Co., Inc.	35	2	—	—	—	—
Best Oil Co.	19	1	15	4	2	17
Bostick Brothers, Inc.	4	1	4	0	0	0
Bradley Petroleum Inc.	33(Q)	3	33	0	1	32
Brennan Petroleum Co.	2	1	2	0	0	2
Browning Oil Co.	28	1	28	0	28	0
California Target Enterprises, Inc.	150	1	0	150	0	150
Campbell Oil Co.	83(X)	1	83	0	83	0
Cannon Oil Corp.	20	3	20	0	0	20
Cardon Corp.	39	4	34	5	0	39
Cenex	1,118	13	900	0	0	0
Champlain Oil Co	97	4	87	10	92	5
Charter Marketing Co.	404	9	61	0	61	0
Chevron Corp.	13,879	33	4,889	8,872	11,171	590
Cibro Gasoline Corp.	0	—	—	—	—	—
Citgo Petroleum Corp.	7,296(F)	39	0	1,800	—	—
Clark Oil & Refining Corp.	985	12	985	0	23	957
Coen Oil Co.	150	1	125	—	125	—
Colonial Oil Industries, Inc.	63(G)	3	63	0	0	20
Como Oil Co.	15	2	3	7	9	1
Conna Corp.	265	9	—	—	—	—
Conoco Inc.	6,860(H)	40	2,568	4,292	6,391	469
Consumers Gasoline Stations	29	3	29	0	0	29
Consumers Oil	35	2	35	0	20	8
Crystal Flash Petroleum	20	1	20	0	0	20
C.S.C. Oil Co.	22	2	15	0	0	15
Curtis Parker Oil Co. Inc.	27	1	0	18	18	0
K.E. David, Ltd.	13	1	13	0	6	6
DeBlois Oil Co.	40(I)	2	38	0	9	29
Derby Refining Co.	784	23	531	253	—	—
Desert Counties Oil	15	1	15	0	15	0
Diamond Shamrock Refining & Marketing Co.	2,016	12	0	1,476	—	540
Dickey Inc.	8	1	8	0	4	4
Drakes Refinery Stations	13	1	0	13	0	13
DWF, Inc.	11	3	11	0	—	—
East Coast Oil Corp.	35	1	35	0	0	35
Emro Marketing Co.	1,334	18	1,334	0	0	1,334
Engelfield Oil Co.	245	2	245	0	195	50
Exxon Co., U.S.A.	14,468	37	5,125	9,343	4,875	553
Fas-Stop, Inc.	5	1	5	0	0	5
F.O. Fletcher Oil, Inc.	2	2	0	2	0	2
Flying J Inc.	63	10	52	11	0	63
Fortmeyer Inc.	2	1	2	0	—	—
Foster Oil Co.	22	1	5	0	5	0
Franko Oil Co.	50	2	50	0	10	40
Fuelman, Inc.	36	2	32	4	0	36
H.N. Funkhouser & Co.	24	3	0	6	2	—

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† Includes District of Columbia
(A) Includes Fina Oil and Chemical Co., Finaserve, Inc.
(B) Includes Omega Oil
(B1) Figures are *NPN* estimates based on company-supplied percentage ranges on direct-supplied stations only
(C) Includes Canal Refining Co., Cove Petroleum Corp., Anchor Coal Co., Bay Petroleum Corp., Clear Creek Coal Co.
(D) Includes Prestige Stations, Inc.

Product Distribution

				BRANDED JOBBERS/COMMISSIONED AGENTS			
					Number selling . . .		
Commission-operated	Full-service only	Self-service only	Self-service/ Full-service	Total	Gasoline only	Fuel Oil only	Gasoline/ Fuel Oil
—	35	32	61	17	—	—	17
3	—	8	—	70	51	0	19
0	337	2,020	1,010	523	0	0	523
—	620(B1)	1,140(B1)	3,150(B1)	1,454	—	—	—
—	0	62	46	12	2	0	10
—	—	—	—	—	—	—	—
—	—	—	—	0	—	—	—
7	34	411	241	73	8	0	65
—	—	—	—	42	42	0	0
—	—	—	—	—	—	—	—
0	—	—	—	0	—	—	—
—	—	—	—	—	—	—	—
0	1	17	1	—	—	—	—
4	1	3	0	—	—	—	—
0	0	33	0	0	—	—	—
0	0	2	0	0	—	—	—
0	0	2	26	—	—	—	—
0	0	150	0	—	—	—	—
0	10	30	43	5	—	—	5
0	0	20	0	—	—	—	—
0	0	39	0	5	5	0	0
0	0	750	150	1,188	10	30	1,148
0	55	34	8	3	0	0	3
0	10	51	0	0	—	—	—
0	3,538(E)	3,507(E)	4,716(E)	1,136	0	69	725
—	—	—	—	—	—	—	—
—	—	—	—	327	—	—	—
0	10	945	30	0	—	—	—
—	25	0	100	—	—	—	—
43	2	2	59	0	—	—	—
0	4	1	5	—	—	—	—
—	—	—	—	265	—	—	4
0	1,377	3,940	1,543	738	—	—	—
0	5	22	2	0	—	—	—
7	35	0	0	—	—	—	—
0	0	17	3	3	0	0	3
0	0	12	3	0	—	—	—
0	8	5	5	3	0	0	3
1	12	1	0	—	—	—	—
0	21	17	0	—	—	—	—
—	—	—	—	87	0	0	87
0	0	10	5	0	—	—	—
—	81(J)	1,915(J)	20(J)	153	153	—	—
0	2	3	3	8	6	0	2
0	2	10	1	—	—	—	—
—	5	4	2	—	—	—	—
0	0	32	33	0	—	—	—
0	5	1,322	7	0	—	—	—
0	48	66	131	5	0	0	5
—	—	—	—	817	—	4	—
0	0	4	1	0	—	—	—
0	1	1	0	10	10	0	0
0	0	63	0	10	10	0	0
—	2	0	0	—	—	—	—
0	4	0	1	0	—	—	—
0	41	9	0	0	—	—	—
0	0	36	0	1	0	0	1
—	1	0	5	2	0	0	2

(E) Estimated
(F) Includes Citgo branded 7-Elevens
(G) Includes Interstate Stations, Inc.
(H) Includes Kayo Oil Co.

BULK PLANTS				TERMINALS				
Company-operated				Company-operated				
Total	Salary-operated	Commission-operated	Jobber-operated Bulk Plants	Total	Salary-operated	Commission-operated	Jobber-operated Terminals	Company
3	2	1	15	—	—	—	—	Adams Resources & Energy, Inc.
111	111	0	19	11	11	0	0	Agway Petroleum Corp.
0	0	0	410	9	9	0	1	American Petrofina, Inc.
0	0	0	1,781	85	85	0	—	Amoco Corp.
10	0	10	2	1	1	0	0	Anchor Gasoline Corp.
—	—	—	—	—	—	—	—	Ashland Oil, Inc.
—	—	—	—	2	2	0	—	Astroline Corp.
0	0	0	0	19	19	0	13	Atlantic Refining & Marketing Corp.
0	0	0	—	30	—	—	—	Atlantic Richfield Co.
1	—	—	—	1	—	—	—	Atlas Oil Co. of Utica
[illegible]	—	—	0	1	1	0	0	Automatic Comfort Corp.
2	2	0	—	1	1	0	—	Bagwell Oil Co., Inc.
—	—	—	—	—	—	—	—	Best Oil Co.
2	2	0	—	1	1	0	—	Bostick Brothers, Inc.
0	—	—	—	0	—	—	—	Bradley Petroleum Inc.
0	—	—	0	0	—	—	0	Brennan Petroleum Co.
2	2	0	—	0	—	—	—	Browning Oil Co.
—	—	—	—	—	—	—	—	California Target Enterprises, Inc.
4	4	0	5	0	—	—	—	Campbell Oil Co.
—	—	—	—	—	—	—	—	Cannon Oil Corp.
—	—	—	—	—	—	—	—	Cardon Corp.
1,000	1,000	0	—	0	—	—	0	Cenex
0	—	—	—	0	—	—	—	Champlain Oil Co.
0	—	—	—	0	—	—	—	Charter Marketing Co.
930	0	4	926	107	83	0	2	Chevron Corp.
1	1	0	—	1	1	0	—	Cibro Gasoline Corp.
0	—	—	—	39	39	0	—	Citgo Petroleum Corp.
—	—	—	—	—	—	—	—	Clark Oil & Refining Corp.
1	—	—	—	0	—	—	—	Coen Oil Co.
1	1	0	105	2	2	0	0	Colonial Oil Industries, Inc.
1	0	1	0	—	—	—	—	Como Oil Co.
0	—	—	—	0	—	—	—	Conna Corp.
28	9	19	—	53	53	0	—	Conoco Inc.
—	—	—	—	—	—	—	—	Consumers Gasoline Stations
1	1	0	—	—	—	—	—	Consumers Oil
5	3	—	—	0	—	—	—	Crystal Flash Petroleum
0	0	0	0	0	0	0	0	C.S.C. Oil Co.
3	1	2	—	0	—	—	—	Curtis Parker Oil Co. Inc.
3	3	0	—	—	—	—	—	K.E. David, Ltd.
3	3	0	—	—	—	—	—	DeBlois Oil Co.
0	—	—	0	0	—	—	0	Derby Refining Co.
1	1	0	0	0	—	—	—	Desert Counties Oil
2	2	0	0	12	12	0	0	Diamond Shamrock Refining & Marketing Co.
3	3	0	0	0	—	—	—	Dickey Inc.
—	—	—	—	—	—	—	—	Drakes Refinery Stations
—	—	—	—	—	—	—	—	DWF, Inc.
—	—	—	—	—	—	—	—	East Coast Oil Corp.
1	—	—	—	0	—	—	—	Emro Marketing Co.
10	9	1	—	—	—	—	—	Englefield Oil Co.
0	—	—	—	63	63	0	—	Exxon Co., U.S.A.
0	—	—	—	0	—	—	—	Fas-Stop, Inc.
0	—	—	—	0	—	—	—	F.O. Fletcher Oil, Inc.
0	—	—	7	6	3	3	0	Flying J Inc.
1	—	—	0	—	—	—	0	Fortmeyer, Inc.
2	2	0	0	0	—	—	—	Foster Oil Co.
0	—	—	—	0	—	—	—	Franko Oil Co.
1	1	0	—	1	—	—	—	Fuelman, Inc.
2	2	0	—	0	—	—	—	H.N. Funkhouser & Co.

(I) Includes Beacon Oil Co.
(J) NPN projections based on percentages provided in survey
(K) Includes Anchor Refining Inc., Desert Petroleum, Inc.
(L) Includes Marlen Gas Co.

How Oil Companies Handle

COMPANY	TOTAL BRANDED RETAIL OUTLETS	NUMBER OF STATES WHERE GASOLINE BRAND IS MARKETED	BRANDED SERVICE STATIONS			
			Supplied Directly	Supplied Through Jobbers and Commissioned Agents	Lessee/ Dealer-operated	Salary-operated
The Gas King Corp.	6	5	0	6	0	0
Gasco Gasoline, Inc.	62(K)	1	62	0	0	52
Geldbach Petroleum Co., Inc.	4(L)	1	2	—	2	—
General Oil Co.	32	1	32	0	0	32
Getty Petroleum Corp.	2,191(M)	11	1,472	514	1,267	205
Global Petroleum Corp.	90(N)	2	90	0	70	20
Godwin Oil Co.	19	1	—	—	—	—
Golden Gate Petroleum Co.	—	—	—	—	—	—
Gresham Petroleum Co.	25	1	25	0	0	25
Gulf Oil	4,180	11	1,375	2,525	499	65
Gull Industries Inc.	110	2	110	0	0	15
Harris Enterprises Inc.	26	2	26	0	24	2
Highway Oil, Inc.	212(O)	22	212	0	0	180
Hill Petroleum Co.	—	—	—	—	—	—
Angus I. Hines, Inc.	64(P)	3	64	0	—	—
Hop-In Food Stores	5	2	—	—	—	—
Hull Oil Co.	35	2	22	13	13	6
J. & L. Oil, Inc.	59	3	56	—	—	52
Joe Bob's Food Stores, Inc.	57	1	57	0	19	38
Kellam Energy, Inc.	163(R)	3	57	0	54	3
Kellett Oil Co.	33	5	8	—	25	—
Kelley Williamson Co.	45	2	23	0	23	0
Kent Oil, Inc.	19	1	19	0	0	16
Kerr-McGee Refining Corp.	1,960	22	126	1,834	1,890	70
Kickapoo Oil Co., Inc.	60	1	6	0	0	6
Kimber Petroleum Corp.	110	1	110	0	98	12
Kirschner Bros. Oil Co.	31	2	31	0	0	31
Kunz Oil Co.	37	1	37	0	12	25
Kwik Shop, Inc.	134	4	—	—	—	—
Lake Shore Petrocorp	37	2	0	37	34	3
Lyden Oil Co.	165	1	104	0	101	3
Marathon Petroleum Co.	2,395	6	647(J)	1,748(J)	407(J)	0
McDowell Oil Service Inc.	31	1	31	0	0	0
McLeieer Oil, Inc.	62	1	0	62	1	2
M.G.S. Oil, Petroleum & General Trading Corp.	8	1	8	0	—	—
Mid-Missouri Oil Co.	15	1	1	4	3	2
Mid-States Petroleum	108	3	108	0	75	28
Midwest Petroleum Co.	145(S)	2	145	0	65	80
Miller Oil Co.	68(T)	2	15	0	15	0
Missouri Terminal Oil Co.	—	—	—	—	—	—
Mobil Oil Corp	12,619	40	5,263	7,356	12,069	550
Murphy Oil USA, Inc.	569	14	431	138	191	0
Musket Corp.	136	8	136	0	0	136
National Convenience Stores, Inc.	—	—	—	—	—	—
National Oil & Gas Inc.	85	2	70	10	50	3
Neal, Inc.	35	1	—	—	—	—
Newell Oil Co., Inc.	16	1	0	8	9	—
Newhall Refining Co., Inc.	—	—	—	—	—	—
NOCO Energy Corp.	24	1	24	0	0	24
Olympian Oil Co.	43	1	28	0	28	0
Parker Oil Co. Inc.	190	3	10	0	—	—
Patterson Oil Co., Inc.	35	1	35	0	22	13
PDQ Food Stores, Inc.	86(U)	6	—	—	—	—
Pennzoil Products Co.	597	7	74	523	577	20
Peeter Marketing Co.	220	11	220	0	8	212
Petrotex Marketing Inc.	22	1	0	8	5	0
Phillips 66 Co.	10,669	37	220	10,449	10,463	206
Pilot Oil Corp.	107	17	107	0	0	107
Pride of Texas Dist. Co	24	1	9	0	9	0
Pride Oil Co. Inc. (Miss.)	21	2	21	0	0	1
Pride Oil Co., Inc. (Tenn.)	12	1	12	0	0	12
Quaker State Oil Refining Corp.	196	4	4	192	—	4

(M) Includes Aero Oil Co., Kingston Oil Supply Co.

(N) Includes Carl King Inc., an affiliate.

(O) Includes Hi-Lo Oil Co., Inc., Workingman's Friend Oil, Inc., Fairway Oil Inc., affiliates.

(P) Includes Franklin Oil Co., Sentry Petroleum, Inc., Service Gas Co.

Product Distribution (cont'd.)

				BRANDED JOBBERS/COMMISSIONED AGENTS			
					Number selling . . .		
Commission-operated	Full-service only	Self-service only	Self-service/ Full-service	Total	Gasoline only	Fuel Oil only	Gasoline/ Fuel Oil
0	1	5	0	—	—	—	—
10	0	62	0	0	—	—	—
—	—	—	2	2	—	—	—
0	0	32	0	1	1	0	0
0	—	—	—	50	—	—	—
0	70	20	0	—	—	—	—
—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—
0	1	22	2	—	—	—	—
—	2,145	975	780	110	66	0	44
95	20	90	0	—	—	—	—
0	0	2	24	—	—	—	—
32	100	32	80	0	—	—	—
—	—	—	—	0	—	—	—
—	—	—	—	—	—	—	—
—	—	—	—	31	29	0	2
16	0	32	3	1	0	0	1
4	3	53	—	—	—	—	—
0	0	57	0	—	—	—	—
0	5	44	8	—	—	—	—
—	1	20	12	4	0	0	4
0	15	0	8	5	0	0	5
3	0	19	0	—	—	—	—
0	101	1,102	757	449	16	5	428
0	0	6	0	—	—	—	—
0	110	0	0	0	—	—	—
0	21	10	0	31	31	0	0
0	21	13	3	0	—	—	—
—	—	—	—	—	—	—	—
0	21	7	9	0	—	—	—
0	6	4	[illegible]	—	—	—	—
0	599(J)	359(J)	1,437(J)	121	0	1	99
31	0	31	0	0	—	—	—
59	10	25	27	7	—	—	7
—	8	0	0	—	—	—	—
0	0	0	5	—	—	—	—
5	44	28	36	7	0	1	6
0	15	90	40	0	—	—	—
0	6	1	8	0	—	—	—
—	—	—	—	7	0	0	7
0	2,241	2,411	7,967	1,297	1	394	202
0	20	529	20	0	—	—	—
0	0	136	0	—	—	—	—
—	—	—	—	—	—	—	—
27	10	10	60	14	0	0	14
—	—	—	—	—	—	—	—
7	3	8	5	—	—	—	—
—	—	—	—	—	—	—	—
0	12	8	4	2	0	0	2
0	3	0	25	0	—	—	—
—	1	0	9	—	—	—	—
0	10	9	16	0	—	—	—
—	—	—	—	—	—	—	—
0	502	20	75	164	—	—	64
0	0	212	8	—	—	—	—
3	0	0	8	0	—	—	—
0	3,371(E)	5,335(E)	1,963(E)	1,469	53	5	1,411
0	0	107	0	0	—	—	—
0	0	0	9	—	—	—	—
20	0	20	1	—	—	—	—
0	0	12	0	0	—	—	—
0	196	0	0	64	62	59	58

(Q) Includes Sav-O-Mat Inc.
(R) Includes Shore Stop.
(S) Includes Bolch Oil Co.
(T) Includes Miller Co. South.

BULK PLANTS				TERMINALS				
	Company-operated				Company-operated			
Total	Salary-operated	Commission-operated	Jobber-operated Bulk Plants	Total	Salary-operated	Commission-operated	Jobber-operated Terminals	Company
—	—	—	—	—	—	—	—	The Gas King Corp.
1	1	0	—	0	—	—	—	Gasco Gasoline, Inc.
2	2	0	0	2	2	0	0	Geldbach Petroleum Co., Inc.
1	1	0	—	—	—	—	—	General Oil Co.
13	13	0	0	21	21	0	—	Getty Petroleum Corp.
—	—	—	—	44	5	0	39	Global Petroleum Corp.
1	—	—	—	—	—	—	—	Godwin Oil Co.
2	2	0	0	2	2	0	0	Golden Gate Petroleum Co.
5	5	0	0	—	—	—	—	Gresham Petroleum Co.
0	0	0	—	19	19	0	44	Gulf Oil
2	—	—	—	—	—	—	—	Gull Industries Inc.
3	—	—	—	—	—	—	—	Harris Enterprises Inc.
0	—	—	—	0	—	—	—	Highway Oil, Inc.
0	—	—	—	1	1	—	—	Hill Petroleum Co.
4	4	0	—	0	—	—	—	Angus I. Hines, Inc.
0	—	—	—	0	—	—	—	Hop-In Food Stores
1	0	1	0	0	—	—	—	Hull Oil Co.
0	—	—	—	0	—	—	—	J. & L. Oil, Inc.
0	—	—	—	0	—	—	—	Joe Bob's Food Stores, Inc.
8	8	0	—	0	—	—	—	Kellam Energy, Inc.
2	1	1	5	—	—	—	—	Kellett Oil Co.
5	2	3	1	0	—	—	—	Kelley Williamson Co.
—	—	—	—	—	—	—	—	Kent Oil, Inc.
1	1	0	350	20	20	0	2	Kerr-McGee Refining Corp.
0	—	—	—	0	—	—	—	Kickapoo Oil Co., Inc.
0	—	—	—	0	—	—	—	Kimber Petroleum Corp.
—	—	—	—	—	—	—	—	Kirschner Bros. Oil Co.
0	—	—	—	0	—	—	—	Kunz Oil Co.
—	—	—	—	—	—	—	—	Kwik Shop, Inc.
0	—	—	—	0	—	—	—	Lake Shore Petrocorp
3	3	0	—	0	—	—	—	Lyden Oil Co.
335	0	0	135	52	0	0	0	Marathon Petroleum Co.
1	1	0	0	0	—	—	—	McDowell Oil Service Inc.
4	3	1	—	—	—	—	—	McLeieer Oil, Inc.
—	—	—	—	—	—	—	—	M.G.S. Oil, Petroleum & General Trading Corp.
—	—	—	—	—	—	—	—	Mid-Missouri Oil Co.
9	5	0	4	1	0	1	—	Mid-States Petroleum
0	—	—	0	0	—	—	0	Midwest Petroleum Co.
4	4	0	0	1	1	—	—	Miller Oil Co.
0	0	0	0	1	1	0	0	Missouri Terminal Oil Co.
10	0	10	1,106	75	75	0	0	Mobil Oil Corp.
0	—	—	—	22	22	0	—	Murphy Oil USA, Inc.
—	—	—	—	—	—	—	—	Musket Corp.
1	1	0	—	0	—	—	—	National Convenience Stores, Inc.
13	0	13	—	0	—	—	—	National Oil & Gas Inc.
—	—	—	—	—	—	—	—	Neal, Inc.
—	—	—	—	—	—	—	—	Newell Oil Co., Inc.
—	—	—	—	1	—	—	—	Newhall Refining Co., Inc.
4	4	0	0	1	1	0	0	NOCO Energy Corp.
0	—	—	—	—	—	—	—	Olympian Oil Co.
11	11	0	—	1	1	0	—	Parker Oil Co. Inc.
1	—	—	—	0	—	—	—	Patterson Oil Co., Inc.
—	—	—	—	—	—	—	—	PDQ Food Stores, Inc.
9	3	0	6	3	3	0	—	Pennzoil Products Co.
—	—	—	—	—	—	—	—	Pester Marketing Co.
1	1	0	—	0	—	—	—	Petrotex Marketing Inc.
1	0	1	—	30	30	0	4	Phillips 66 Co.
0	—	—	—	0	—	—	—	Pilot Oil Corp.
—	—	—	—	—	—	—	—	Pride of Texas Dist. Co.
0	—	—	—	0	—	—	—	(Miss.) Pride Oil Co. Inc.
0	—	—	—	0	—	—	—	(Tenn.) Pride Oil Co., Inc.
1	—	—	1	0	—	—	—	Quaker State Oil Refining Corp.

(U) Includes Kwik-Way Stores, Inc.
(V) Includes Mission Trail Oil Co.
(W) Includes Boron Oil Co., BP Oil Co., Gulf Products Division
(X) Includes Steiner Oil Co.

Company	TOTAL BRANDED RETAIL OUTLETS	NUMBER OF STATES WHERE GASOLINE BRAND IS MARKETED	BRANDED SERVICE STATIONS			
			Supplied Directly	Supplied Through Jobbers and Commissioned Agents	Lessee/Dealer-operated	Salary-operated
Quortrup Petroleum Co.	3	1	—	—	—	—
Racetrac Petroleum, Inc.	309	13	—	—	—	—
RECO Petroleum, Inc.	112	4	33	0	9	24
Reinauer Petroleum Co.	14	1	14	0	14	0
Remote Services, Inc.	265	9	—	—	—	—
River Oil Co.	47	2	47	0	47	0
Robinson Oil Co., Inc.	24(V)	1	24	0	0	24
Russell Petroleum Corp.	55	1	8	0	8	0
Sahara Oil Co., Inc.	25	1	3	—	3	20
Save-X, USA, Inc.	—	—	—	—	—	—
Schaeffer Oil, Inc.	5	1	—	—	—	—
Shay Oil Co., Inc.	18	2	18	0	3	15
Shelby Petroleum Corp.	20	2	20	0	0	20
Shell Oil Co.	11,133	41	4,739	—	4,421	318
Shotmeyer Bros. Petroleum Corp.	72	1	72	0	22	0
Sinclair Oil Corp.	2,479	24	—	—	—	—
R.L. Smeltz Oil Co., Inc.	20	1	—	—	—	—
SOS Oil Corp.	62	1	57	0	57	0
Southern Counties Oil Co.	30	1	30	0	21	9
Southern Oil Co., Inc.	13	1	0	6	3	1
The Spencer Companies, Inc.	58	1	0	5	5	0
Standard Oil Co. (Ohio)	7,623(W)	29	2,815	4,808	1,323	1,094
Stevens Oil Co.	48	1	0	13	13	0
Sugarcreek Corp.	200	3	196	4	100	80
Sumrall Oil Services, Inc.	78	1	3	0	0	3
Sun Refining & Marketing Co.	5,662(Y)	29	2,324	3,150	5,427	47
Sunshine Jr. Stores, Inc.	25	2	—	—	—	—
Tartan Oil Corp.	55	1	—	—	—	—
Taylor Oil Co.	56	2	56	0	0	0
Texaco Inc.	18,939	46	3,361	15,578	2,458	286
Texas City Refining, Inc.	21(Z)	3	21	0	0	21
Thornhill Oil Co., Inc.	29	1	—	—	—	—
Tooley Oil Co.	9	1	—	—	—	9
Torco Oil Co.	39	1	39	0	38	1
Tosco Corp.	—	—	—	—	—	—
Total Petroleum, Inc.	1,915	19	424	1,491	1,118	424
Town Pump Inc. & Affiliates	60	1	—	—	—	—
Transit Oil Co.	25	2	25	0	0	25
Trenton Oil Co., Inc.	44	1	44	0	38	0
Triton Inc.	44	4	44	0	0	44
Ultra Power Corp.	5	1	5	0	3	0
United Refining Co.	285	3	285	0	0	285
Unocal Corp.	10,633	41	2,880	7,753	2,734	146
Vista Marketing Group Ltd.	16	4	16	0	0	16
Waco Oil Co., Inc.	16	2	16	0	0	16
Wake Up Oil Co., Inc.	40	1	40	0	1	39
Warelubco, Inc.	93	5	93	0	0	93
Warren Equities, Inc.	269(AA)	8	269	0	86	183
Webster Oil Co.	21	1	12	0	12	0
West Penn Oil Co., Inc.	—	—	—	—	—	—
Western Marketing, Inc.	29	1	29	0	0	11(BB)
Wickland Oil Co.	85	3	85	—	—	85
Willard Oil Co., Inc.	27(CC)	1	20	0	12	8
A.T. Williams Oil Co.	77	2	77	0	0	77
J.H. Williams Oil Co., Inc.	83(DD)	1	44	1	42	3
The Wills Group, Inc.	90(EE)	3	90	0	36	29
York Oil Co., Inc.	11(FF)	1	1	—	—	—
Zephyr Inc.	—	—	—	—	—	—

(Y) Includes Herr Gas & Oil Co., Mid-State Oil Co., Montour Auto Service Co., Mascot Petroleum Co., Stop-N-Go Foods, Inc., King-Kwik Minit Markets, Inc.
(Z) Includes TCR, Inc.
(AA) Includes Drake Petroleum Co., Inc., Kenyon Oil Co., Mid-Valley Oil Co., Puritan Oil Co.
(BB) Eighteen outlets are unattended cardlock units.

				BRANDED JOBBERS/COMMISSIONED AGENTS			
					Number selling . . .		
Commission-operated	Full-service Only	Self-service Only	Self-service/Full-service	Total	Gasoline Only	Fuel oil Only	Gasoline/Fuel Oil
—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—
0	0	0	33	0	—	—	—
0	14	0	0	0	—	—	—
—	—	—	—	265	—	—	4
0	—	—	—	—	—	—	—
0	0	24	0	0	—	—	—
4	0	0	8	0	—	—	—
2	1	22	2	—	—	—	—
—	—	—	—	3	3	—	—
—	—	—	—	—	—	—	—
0	0	18	0	1	1	—	—
0	20	0	0	—	—	—	—
—	474	1,422	2,843	551	—	—	—
50	72	0	0	0	—	—	—
—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—
0	30	5	27	0	—	—	—
0	5	25	0	0	—	—	—
2	4	0	2	2	2	0	0
0	2	0	3	2	0	0	2
398	—	—	—	509	160	—	—
0	8	0	5	—	—	—	—
20	25	90	85	200	190	—	10
0	0	3	0	—	—	—	—
—	—	—	—	3,150	—	—	—
—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—
56	0	56	0	0	—	—	—
617	3,220	8,712	7,007	1,310	—	—	—
0	0	21	0	0	—	—	—
—	—	—	—	—	—	—	—
—	—	9	—	—	—	—	—
0	10	10	19	4	0	0	4
—	—	—	—	—	—	—	—
373	0	1,435	480	540	0	0	540
—	—	—	—	—	—	—	—
0	0	23	2	—	—	—	—
6	44	0	0	7	6	0	1
0	0	43	1	0	—	—	—
2	0	5	0	2	—	—	—
0	156	126	3	—	—	—	—
—	100	3,005	7,528	608	—	—	—
0	0	16	0	—	—	—	—
0	4	12	0	—	—	—	—
0	2	0	38	0	—	—	—
0	1	11	81	—	—	—	—
0	70	141	58	0	—	—	—
0	0	0	12	—	—	—	—
—	—	—	—	—	—	—	—
0	0	29	0	1	0	0	1
—	1	84	—	—	0	—	—
0	5	11	4	—	—	—	—
0	0	77	0	—	—	—	—
0	0	3	42	1	0	0	1
25	—	—	—	1	0	0	1
—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—

(CC) Includes Meador Oil Co., Inc.
(DD) Includes Pioneer Oil Co., 75 Mini-Marts, Inc.
(EE) Includes SMO, Inc., Cash In Food Stores, Inc., Southern Maryland Oil, Inc., Delmarva Oil, Inc.
(FF) Includes Easy Go Stores.

BULK PLANTS				TERMINALS				
Company-operated				Company-operated				
Total	Salary-operated	Commission-operated	Jobber-operated Bulk Plants	Total	Salary-operated	Commission-operated	Jobber-operated Terminals	Company
—	—	—	—	—	—	—	—	Quortrup Petroleum Co.
—	—	—	—	—	—	—	—	Racetrac Petroleum, Inc.
0	—	—	—	0	—	—	—	RECO Petroleum, Inc.
—	—	—	—	—	—	—	—	Reinauer Petroleum Co.
0	—	—	—	0	—	—	—	Remote Services, Inc.
3	2	1	—	—	—	—	—	River Oil Co.
0	—	—	—	0	—	—	—	Robinson Oil Co., Inc.
1	1	0	0	1	1	0	0	Russell Petroleum Corp.
2	0	2	2	—	—	—	0	Sahara Oil Co., Inc.
1	1	0	—	0	—	—	—	Save-X, USA, Inc.
—	—	—	—	—	—	—	—	Schaeffer Oil, Inc.
1	1	—	—	—	—	—	—	Shay Oil Co., Inc.
1	1	0	0	0	—	—	—	Shelby Petroleum Corp.
0	0	0	641	90	76	15	—	Shell Oil Co.
1	1	0	—	0	—	—	—	Shotmeyer Bros. Petroleum Corp.
—	—	—	—	—	—	—	—	Sinclair Oil Corp.
2	—	—	—	—	—	—	—	R.L. Smeltz Oil Co., Inc.
1	1	0	—	0	—	—	—	SOS Oil Corp.
4	4	0	0	0	—	—	—	Southern Counties Oil Co.
1	1	0	—	—	—	—	—	Southern Oil Co., Inc.
0	—	—	2	0	—	—	—	The Spencer Companies, Inc.
99	0	99	—	51	51	—	—	Standard Oil Co. (Ohio)
1	—	—	1	—	—	—	—	Stevens Oil Co.
12	12	—	—	3	3	—	—	Sugarcreek Corp.
—	—	—	—	—	—	—	—	Sumrall Oil Services, Inc.
—	—	—	—	37	—	—	—	Sun Refining & Marketing Co.
—	—	—	—	—	—	—	—	Sunshine Jr. Stores, Inc.
—	—	—	—	—	—	—	—	Tartan Oil Corp.
0	—	—	—	2	2	—	—	Taylor Oil Co.
1,302	—	—	1,302	71	70	1	—	Texaco Inc.
0	—	—	—	2	2	0	—	Texas City Refining, Inc.
3	2	0	1	0	—	—	—	Thornhill Oil Co., Inc.
—	—	—	—	—	—	—	—	Tooley Oil Co.
—	—	—	—	29	—	—	—	Torco Oil Co.
—	—	—	—	21	4	17	—	Tosco Corp.
89(E)	2	—	87(E)	8	8	0	—	Total Petroleum, Inc.
—	—	—	—	—	—	—	—	Town Pump Inc. & Affiliates
0	—	—	—	0	—	—	—	Transit Oil Co.
1	—	—	1	—	—	—	—	Trenton Oil Co., Inc.
0	—	—	—	1	—	—	—	Triton Inc.
1	—	—	0	0	—	—	0	Ultra Power Corp.
0	—	—	—	2	2	—	—	United Refining Co.
523	51	152	523	—	—	—	—	Unocal Corp.
—	—	—	—	—	—	—	—	Vista Marketing Group Ltd.
—	—	—	—	—	—	—	—	Waco Oil Co., Inc.
0	—	—	—	0	—	—	—	Wake Up Oil Co., Inc.
—	—	—	—	—	—	—	—	Warelubco, Inc.
7	7	0	0	1	1	0	0	Warren Equities, Inc.
1	1	—	—	—	—	—	—	Webster Oil Co.
1	1	0	—	1	1	0	—	West Penn Oil Co., Inc.
1	1	0	—	0	—	—	—	Western Marketing, Inc.
0	—	—	—	1	1	—	—	Wickland Oil Co.
2	2	0	—	—	—	—	—	Willard Oil Co., Inc.
—	—	—	—	—	—	—	—	A.T. Williams Oil Co.
4	3	1	—	0	—	—	—	J.H. Williams Oil Co. Inc.
14	8	1	0	1	1	0	0	The Wills Group, Inc.
—	—	—	—	—	—	—	—	York Oil Co., Inc.
—	—	—	—	2	1	—	—	Zephyr Inc.

Branded Retail Outlets

Company	TOTAL BRANDED RETAIL OUTLETS	NUMBER OF STATES WHERE GASOLINE BRAND IS MARKETED†	New England						Middle Atlantic		
			Maine	N.H.	Vt.	Mass.	R.I.	Conn.	N.Y.	N.J.	Pa.
Agway Petroleum Corp.	189	9	7	5	8	8	1	2	109	36	37
American Petrofina, Inc.	4,209(A)	24	—	—	—	—	—	—	—	—	—
Amoco Corp.	12,337(B)	30	—	—	—	—	—	175	353	364	711
Ashland Oil, Inc.	715	16	—	—	—	—	—	—	—	—	13
Atlantic Refining & Marketing Corp.	941	5	—	—	—	—	—	—	253	19	664
Automatic Comfort Corp.	39	1	—	—	—	—	—	39	—	—	—
Bagwell Oil Co., Inc.	35	2	—	—	—	—	—	—	—	—	—
Best Oil Co.	19	1	—	—	—	—	—	—	—	—	19
Bostick Brothers, Inc.	4	1	—	—	—	—	—	—	—	—	—
Browning Oil Co.	28	1	—	—	—	—	—	—	—	—	—
Campbell Oil Co.	83(X)	1	—	—	—	—	—	—	—	—	—
Cannon Oil Corp.	20	3	—	—	—	—	—	—	—	—	—
Cardon Corp.	39	4	—	—	—	—	—	—	—	—	—
Cenex	1,188	13	—	—	—	—	—	—	—	—	—
Champlain Oil Co.	97	4	—	11	79	1	—	—	6	—	—
Charter Marketing Co.	404	9	2	10	—	49	—	65	—	—	—
Chevron Corp.	13,879	33	—	—	—	—	—	—	—	—	4
Citgo Petroleum Corp.	7,296(F)	39	137	98	76	270	23	108	503	198	279
Clark Oil & Refining Corp.	985	12	—	—	—	—	—	—	—	—	5
Coen Oil Co.	150	1	—	—	—	—	—	—	—	—	—
Colonial Oil Industries, Inc.	63(G)	3	—	—	—	—	—	—	—	—	—
Como Oil Co.	15	2	—	—	—	—	—	—	—	—	—
Conna Corp.	265	9	—	4	—	—	—	—	14	—	—
Conoco Inc.	6,860(H)	40	—	—	—	—	—	—	—	1	2
Consumers Gasoline Stations	29	3	—	—	—	—	—	—	—	—	—
Consumers Oil	35	2	—	—	—	—	—	—	—	28	7
Crystal Flash Petroleum	20	1	—	—	—	—	—	—	—	—	—
C.S.C. Oil Co.	22	2	—	—	—	—	—	—	—	—	—
K.E. David, Ltd.	13	1	—	—	—	—	—	—	—	—	13
DeBlois Oil Co.	40(I)	2	—	—	—	11	29	—	—	—	—
Derby Refining Co.	784	23	—	1	—	1	—	—	—	3	—
Diamond Shamrock Refining & Marketing Co.	2016	12	—	—	—	—	—	—	—	—	—
Drakes Refinery Stations	13	1	—	—	—	—	—	—	—	—	—
East Coast Oil Corp.	35	1	—	—	—	—	—	—	—	—	—
Emro Marketing Co.	1334	18	—	—	—	—	—	—	—	—	—
Englefield Oil Co.	245	2	—	—	—	—	—	—	—	—	—
Exxon Co., U.S.A.	14,468	37	215	90	—	205	23	116	330	610	894
Fortmeyer, Inc.	2	1	—	—	—	—	—	—	—	—	—
Foster Oil Co.	22	1	—	—	—	—	—	—	—	—	—
H.N. Funkhouser & Co.	24	3	—	—	—	—	—	—	—	—	—
Getty Petroleum Corp.	2,191(M)	11	145	107	63	234	35	126	819	332	244
Global Petroleum Corp.	90(N)	2	—	—	—	20	—	—	—	—	—
Godwin Oil Co.	19	1	—	—	—	—	—	—	—	—	—
Gresham Petroleum Co.	25	1	—	—	—	—	—	—	—	—	—
Gulf Oil	4,180	11	276	115	151	495	31	276	683	762	1,015
Highway Oil, Inc.	212(O)	22	—	2	2	—	—	—	23	—	19
Angus I. Hines, Inc.	64(P)	3	—	—	—	—	—	—	—	—	
Hop-In Food Stores	5	2	—	—	—	—	—	—	—	—	—
Hull Oil Co.	35	2	—	—	—	—	—	—	—	—	—
J. & L. Oil, Inc.	59	3	—	—	—	—	—	—	—	—	—
Joe Bob's Food Stores, Inc.	57	1	—	—	—	—	—	—	—	—	—
Kellam Energy, Inc.	163(R)	3	—	—	—	—	—	—	—	—	—
Kellett Oil Co.	33	5	—	—	—	—	—	—	—	—	—
Kelley Williamson Co.	45	2	—	—	—	—	—	—	—	—	—
Kerr-McGee Refining Corp.	1,960	22	—	—	—	—	—	—	—	—	—
Kickapoo Oil Co., Inc.	60	1	—	—	—	—	—	—	—	—	—
Kimber Petroleum Corp.	110	1	—	—	—	—	—	—	—	110	—
Kirschner Bros. Oil Co.	31	2	—	—	—	—	—	—	—	21	10
Lake Shore Petrocorp.	37	2	—	—	—	—	—	—	—	—	—
Lyden Oil Co.	165	1	—	—	—	—	—	—	—	—	—
Marathon Petroleum Co.	2,395	6	—	—	—	—	—	—	—	—	—
McDowell Oil Service Inc.	31	1	—	—	—	—	—	—	—	—	31
McLeiser Oil, Inc.	62	1	—	—	—	—	—	—	—	—	—

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†Includes District of Columbia
(A) Includes Fina Oil and Chemical Co., Finaserve, Inc.
(B) Includes Omega Oil
(C) Includes Canal Refining Co., Cove Petroleum Corp., Anchor Coal Co., Bay Petroleum Corp., Clear Creek Coal Co.
(D) Includes Prestige Stations, Inc.

in the United States

South Atlantic									East North Central					East South Central			
Del.	Md.	D.C.	Va.	W.Va.	N.C.	S.C.	Ga.	Fla.	Ohio	Ind.	Ill.	Mich.	Wis.	Ky.	Tenn.	Ala.	Miss.
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	15	—	91	149	475	426	—	—	4	—	—	7	199	174	39
21	267	42	432	—	951	358	662	706	395	506	1,047	644	511	—	709	467	291
—	—	—	10	99	—	—	—	14	222	18	22	23	67	191	—	—	—
4	1	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	1	—	34	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	4
—	—	—	—	—	—	—	—	—	—	—	—	—	—	28	—	—	—
—	—	—	—	—	—	—	—	—	83	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	1	2	—	—	—	—	—	—	—	17	—
—	—	—	1	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	180	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	1	40	—	—	—	—	—	—	—	—	59
—	280	19	568	322	126	111	867	813	237	16	—	—	—	843	81	856	448
18	93	3	356	40	245	89	275	627	96	65	162	95	224	24	174	271	109
—	—	—	—	3	—	—	—	—	198	116	250	192	101	22	—	—	—
—	—	—	—	—	—	—	—	—	150	—	—	—	—	—	—	—	—
—	—	—	—	—	6	25	32	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	4	—	—	—	—
—	—	—	—	—	19	—	—	21	—	15	27	—	—	156	18	—	—
16	1	—	34	8	47	27	49	38	23	7	78	23	92	14	67	42	66
—	—	—	—	—	—	—	—	—	—	—	—	—	—	4	24	1	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	20	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	12	—	—	—	—	10	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	40	3	7	2	3	94	—	—	31	—	—	11	4	—	—
—	—	—	13	—	—	—	—	—	—	—	—	—	—	1	5	—	—
—	—	—	—	—	—	—	—	—	—	—	—	13	—	—	—	—	—
—	—	—	35	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	12	31	81	70	65	405	153	145	165	67	57	10	9	22
—	—	—	—	28	—	—	—	—	217	—	—	—	—	—	—	—	—
60	422	49	775	461	1,349	711	516	511	11	—	—	—	—	—	718	362	198
—	—	—	—	—	—	—	—	—	—	2	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	22	—	—	—	—	—
—	2	—	19	3	—	—	—	—	—	—	—	—	—	—	—	—	—
36	49	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
70	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	19	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	25
100	—	—	—	—	—	—	—	—	276	—	—	—	—	—	—	—	—
—	5	—	—	5	—	—	2	28	35	9	—	3	—	8	7	2	2
—	—	—	62	1	1	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	2	—	—	—	—	—	—	—	—	—	3	—	—
—	—	—	—	—	—	—	—	34	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	5	—	—	—	42	—	12	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	57	—
13	40	—	110	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	4	—	—	3	—	—	1
—	—	—	—	—	—	—	—	—	—	—	41	—	4	—	—	—	—
—	—	—	1	—	—	—	—	8	—	23	160	1	125	10	24	53	12
—	—	—	—	—	—	—	—	—	—	—	—	—	60	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	1	36	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	165	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	816	530	377	533	10	129	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	62	—	—	—	—	—

(E) Estimated
(F) Includes Citgo branded 7-Elevens
(G) Includes Interstate Stations, Inc.
(H) Includes Kayo Oil Co.

Branded Retail Outlets (cont'd)

Company	TOTAL BRANDED RETAIL OUTLETS	NUMBER OF STATES WHERE GASOLINE BRAND IS MARKETED	New England						Middle Atlantic		
			Maine	N.H.	Vt.	Mass.	R.I.	Conn.	N.Y.	N.J.	Pa.
M.G.S. Oil, Petroleum & General Trading Corp.	8	1	—	—	—	—	—	—	—	—	—
Mid-States Petroleum	106	3	—	—	—	—	—	—	—	—	—
Midwest Petroleum Co.	145(S)	2	—	—	—	—	—	—	—	—	—
Miller Oil Co.	68(T)	2	—	—	—	—	—	—	—	—	—
Mobil Oil Corp.	12,619	40	249	173	163	602	77	376	1,546	515	1,066
Murphy Oil USA, Inc.	569	14	—	—	—	—	—	—	—	—	—
Musket Corp.	136	8	—	—	—	—	—	—	—	—	—
National Oil & Gas Inc.	85	2	—	—	—	—	—	—	—	—	—
NOCO Energy Corp.	24	1	—	—	—	—	—	—	24	—	—
Parker Oil Co. Inc.	190	3	—	—	—	—	—	—	—	—	—
Patterson Oil Co., Inc.	35	1	—	—	—	—	—	35	—	—	—
PDQ Food Stores, Inc.	86(U)	6	—	—	—	—	—	—	—	—	—
Pennzoil Products Co.	597	7	—	—	—	—	—	—	14	—	151
Pester Marketing Co.	220	11	—	—	—	—	—	—	—	—	—
Phillips 66 Co.	10,669	37	—	—	—	—	—	—	—	—	2
Pilot Oil Corp.	107	17	—	—	—	—	—	—	—	1	1
Pride Oil Co., Inc. (Miss.)	21	2	—	—	—	—	—	—	—	—	—
Pride Oil Co., Inc. (Tenn.)	12	1	—	—	—	—	—	—	—	—	—
Quaker State Oil Refining Corp.	196	4	—	—	—	—	—	—	38	—	60
Racetrac Petroleum, Inc.	309	13	—	—	—	—	—	—	—	—	—
RECO Petroleum, Inc.	112	4	—	—	—	—	—	—	—	—	74
Reinauer Petroleum Co.	14	1	—	—	—	—	—	—	—	14	—
Remote Services, Inc.	265	9	—	4	—	—	—	—	12	—	—
River Oil Co.	47	2	—	—	—	—	—	—	—	—	—
Russell Petroleum Corp.	55	1	—	—	—	—	—	—	—	—	—
Shelby Petroleum Corp.	20	2	—	—	—	—	—	—	—	—	—
Shell Oil Co.	11,133	41	—	14	—	238	59	156	198	277	78
Shotmeyer Bros. Petroleum Corp.	72	1	—	—	—	—	—	—	—	72	—
Sinclair Oil Corp.	2,479	24	—	—	—	—	—	—	—	—	—
R.L. Smeltz Oil Co., Inc.	20	1	—	—	—	—	—	—	—	—	20
SOS Oil Corp.	62	1	—	—	—	—	—	—	62	—	—
Southern Oil Co., Inc.	13	1	—	—	—	—	—	—	—	—	—
The Spencer Companies, Inc.	58	1	—	—	—	—	—	—	—	—	—
Standard Oil Co. (Ohio)	7,623(W)	29	14	55	52	97	—	36	—	136	348
Stevens Oil Co.	48	1	—	—	—	—	—	—	—	—	—
Sugarcreek Corp.	200	3	—	—	—	—	—	—	185	10	5
Sumrall Oil Services, Inc.	78	1	—	—	—	—	—	—	—	—	—
Sun Refining & Marketing Co.	5,662(Y)	29	24	33	7	309	64	141	557	445	732
Sunshine Jr. Stores, Inc.	25	2	—	—	—	—	—	—	—	—	—
Tartan Oil Corp.	55	1	—	—	—	—	—	—	55	—	—
Taylor Oil Co.	56	2	—	—	—	—	—	—	—	—	—
Texaco Inc.	18,939	46	193	132	110	503	96	379	555	476	611
Texas City Refining, Inc.	21(Z)	3	—	—	—	—	—	—	—	—	—
Thornhill Oil Co., Inc.	29	1	—	—	—	—	—	—	—	—	—
Torco Oil Co.	39	1	—	—	—	—	—	—	—	—	—
Total Petroleum, Inc.	1,915	19	—	—	—	—	—	—	—	—	—
Transit Oil Co.	25	2	—	—	—	—	—	—	—	—	—
Trenton Oil Co., Inc.	44	1	—	—	—	—	—	—	—	44	—
Triton Inc.	44	4	—	—	—	—	—	—	—	—	—
Ultra Power Corp.	5	1	—	—	—	—	—	—	5	—	—
United Refining Co.	285	3	—	—	—	—	—	—	135	—	133
Unocal Corp.	10,633	41	—	—	—	—	—	2	2	2	20
Vista Marketing Group Ltd.	16	4	—	—	—	—	—	—	—	—	—
Waco Oil Co., Inc.	16	2	—	—	—	—	—	—	—	—	—
Wake Up Oil Co., Inc	40	1	—	—	—	—	—	—	—	—	—
Warelubco, Inc.	93	5	—	—	—	—	—	—	—	—	—
Warren Equities, Inc.	269(AA)	8	8	8	—	61	54	53	35	34	16
Willard Oil Co., Inc.	27(CC)	1	—	—	—	—	—	—	—	—	—
A.T. Williams Oil Co.	77	2	—	—	—	—	—	—	—	—	—
J.H. Williams Oil Co., Inc.	83(DD)	1	—	—	—	—	—	—	—	—	—
The Wills Group, Inc.	90(EE)	3	—	—	—	—	—	—	—	—	—
York Oil Co., Inc.	11(FF)	1	—	—	—	—	—	—	—	—	—

(I) Includes Beacon Oil Co.
(J) NPN projections based on percentages provided in survey
(K) Includes Anchor Refining Inc., Desert Petroleum, Inc.
(L) Includes Marlen Gas Co.
(M) Includes Aero Oil Co., Kingston Oil Supply Co.
(N) Includes Carl King Inc., an affiliate.

South Atlantic									East North Central					East South Central			
Del.	Md.	D.C.	Va.	W.Va.	N.C.	S.C.	Ga.	Fla.	Ohio	Ind.	Ill.	Mich.	Wis.	Ky.	Tenn.	Ala.	Miss.
—	—	—	—	—	—	—	—	—	8	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	3	23	—	82	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	30	—	—	—	—	—	—
—	—	—	62	—	6	—	—	—	—	—	—	—	—	—	—	—	—
64	149	—	153	64	170	27	34	400	331	190	512	578	553	52	140	25	1
—	—	—	20	—	31	9	52	99	—	—	—	4	94	3	64	74	17
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	2	—	—
—	—	—	—	—	—	—	—	—	5	60	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	1	—	185	—	4	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	15	—	—	—	—
—	—	—	—	116	—	—	—	—	284	12	—	8	—	12	—	—	—
—	—	—	—	—	—	—	—	—	—	—	11	—	—	4	2	—	—
—	76	—	307	66	727	345	401	545	45	372	609	77	275	177	340	389	200
—	—	—	17	1	8	1	7	9	3	2	—	—	—	10	40	2	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	2	19
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	12	—	—
—	—	—	—	35	—	—	—	—	63	—	—	—	—	—	—	—	—
—	1	—	14	—	5	10	39	26	—	—	—	—	—	—	13	163	6
—	4	—	17	17	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	12	—	—	21	—	15	27	—	—	156	17	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	45	—	2
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	55	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	10	10	—	—
40	243	10	372	19	470	229	451	582	459	340	656	682	156	317	302	447	291
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	7	—	30	—	28	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	13	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	58	—
13	26	—	224	51	710	468	842	555	1,377	2	1	267	—	551	726	572	488
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	48	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	78
47	113	19	42	46	93	9	—	—	505	223	395	423	—	118	37	—	—
—	—	—	—	—	—	—	—	13	—	—	—	—	—	—	—	—	12
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	10	—	46	—	—	—	—	—	—	—	—	—	—	—	—
71	270	11	628	62	960	473	649	789	—	—	30	—	4	96	565	740	454
—	—	—	—	—	—	—	1	9	—	—	—	—	—	—	—	11	—
—	—	—	—	—	—	—	—	—	—	29	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	39	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	5	11	557	47	1	19	—	—
—	—	—	—	—	—	—	—	—	—	5	—	—	—	20	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	13	—	9	7	15	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	17	—	—	—	—	—	—	—	—
—	8	—	330	173	705	265	560	666	557	484	539	714	461	213	401	709	393
—	—	—	—	—	—	—	—	—	—	—	4	—	6	—	—	—	—
—	—	—	—	—	—	—	—	—	5	—	—	—	—	11	—	—	—
—	—	—	—	—	—	—	—	—	—	40	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	8	—	3	68	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	27	—	—	—	—	—	—	—	—	—	—	—
—	—	—	35	—	42	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	83	—	—	—	—	—	—	—	—	—
1	87	—	2	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	11	—	—	—	—	—	—	—	—	—	—	—	—	—	—

(O) Includes Hi-Lo Oil Co., Inc., Workingman's Friend Oil, Inc., Fairway Oil Inc., affiliates.
(P) Includes Franklin Oil Co., Sentry Petroleum, Inc., Service Gas Co.
(Q) Includes Sav-O-Mat Inc.
(R) Includes Shore Stop.
(S) Includes Bolch Oil Co.
(T) Includes Miller Co. South.

Branded Retail Outlets (cont'd.)

Company	TOTAL BRANDED RETAIL OUTLETS	NUMBER OF STATES WHERE GASOLINE BRAND IS MARKETED	West North Central						
			Minn.	Iowa	Mo.	N.D.	S.D.	Neb.	Kan.
Adams Resources & Energy, Inc.	128	1	—	—	—	—	—	—	—
American Petrofina, Inc.	4,209	24	47	40	163	11	28	71	157
Amoco Corp.	12,337	30	565	441	486	288	214	127	223
Anchor Gasoline Corp.	108(C)	1	—	—	—	—	—	—	—
Ashland Oil, Inc.	715	16	92	9	4	1	5	—	—
Atlantic Richfield Co.	1,719(D)	6	—	—	—	—	—	—	—
Bradley Petroleum Inc.	33(Q)	3	—	—	—	—	—	—	—
Brennan Petroleum Co.	2	1	—	—	—	—	—	—	—
California Target Enterprises, Inc.	150	1	—	—	—	—	—	—	—
Cardon Corp.	39	4	—	—	—	—	—	—	—
Cenex	1,188	13	319	30	—	258	157	45	5
Charter Marketing Co.	404	9	—	—	—	—	—	—	—
Chevron Corp.	13,879	33	—	—	2	—	—	—	—
Citgo Petroleum Corp.	7,296(F)	39	55	35	136	—	—	—	29
Clark Oil & Refining Corp.	985	12	23	8	56	—	—	—	11
Como Oil Co.	15	2	11	—	—	—	—	—	—
Conna Corp.	265	9	—	1	—	—	—	—	—
Conoco Inc.	6,860(H)	40	196	282	453	124	92	264	301
Curtis Parker Oil Co. Inc.	27	1	—	—	—	—	—	—	—
Derby Refining Co.	784	23	9	102	125	—	7	55	170
Desert Counties Oil	15	1	—	—	—	—	—	—	—
Diamond Shamrock Refining & Marketing Co.	2,016	12	—	—	6	—	—	18	36
Dickey Inc.	8	1	—	8	—	—	—	—	—
DWF, Inc.	11	3	—	—	—	—	—	—	—
Emro Marketing Co.	1,334	18	—	—	—	—	—	—	—
Exxon Co., U.S.A.	14,468	37	—	—	—	—	2	—	—
Fas-Stop, Inc.	5	1	—	—	—	—	—	—	5
F.O. Fletcher Oil, Inc.	2	2	—	—	—	—	—	—	—
Flying J Inc.	63	10	—	—	—	8	—	—	—
Franko Oil Co.	50	2	—	—	—	—	—	—	—
Fuelman, Inc.	36	2	—	—	—	—	—	—	—
The Gas King Corp.	6	5	—	—	—	—	—	—	—
Gasco Gasoline, Inc.	62(K)	1	—	—	—	—	—	—	—
Geldbach Petroleum Co., Inc.	4(L)	1	—	—	4	—	—	—	—
General Oil Co.	32	1	—	—	—	—	—	—	—
Gull Industries Inc.	110	2	—	—	—	—	—	—	—
Harris Enterprises Inc.	26	2	—	—	—	—	—	—	—
Highway Oil, Inc.	212(O)	22	—	1	13	—	4	—	23
Kellett Oil Co.	33	5	—	—	24	—	—	—	—
Kent Oil, Inc.	19	1	—	—	—	—	—	—	—
Kerr-McGee Refining Corp.	1,960	22	49	144	133	9	38	120	159

(U) Includes Kwik-Way Stores, Inc.
(V) Includes Mission Trail Oil Co.
(W) Includes Boron Oil Co., BP Oil Co., Gulf Products Division
(X) Includes Steiner Oil Co.

West South Central				Mountain								Pacific				
Ark.	La.	Okla.	Texas	Mont.	Idaho	Wyo.	Colo.	N.M.	Ariz.	Utah	Nev.	Wash.	Ore.	Calif.	Alaska	Hawaii
—	—	—	128	—	—	—	—	—	—	—	—	—	—	—	—	—
182	154	234	1,378	—	—	—	2	141	2	—	—	—	—	—	—	—
—	—	—	—	—	66	95	218	—	—	—	—	—	—	—	—	—
—	108	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	1	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	57	—	68	245	170	1,165	—	14
—	—	—	—	—	—	1	27	5	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	2	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	150	—	—
—	—	3	—	—	—	—	—	—	33	—	—	—	—	2	—	—
—	—	—	—	38	28	10	—	—	—	16	—	62	40	—	—	—
—	88	—	90	—	—	—	—	—	—	—	—	—	—	—	—	—
567	700	331	2,703	72	136	38	97	280	198	135	96	465	309	1,956	122	153
142	339	204	326	—	—	—	197	41	1	132	—	—	—	1	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
292	659	652	1,026	431	83	145	563	221	20	190	12	152	—	67	—	—
—	27	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
1	—	37	42	—	—	3	33	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	15	—	—
53	31	113	1,517	—	—	—	125	98	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
1	—	9	1	—	—	—	—	—	—	—	—	—	—	—	—	—
4	21	1	16	—	—	—	—	—	—	—	—	—	—	—	—	—
454	646	2	2,636	202	44	17	64	166	311	27	52	257	137	825	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	1	1	—	—	—
—	—	—	—	4	3	1	—	1	—	13	1	16	4	12	—	—
—	—	—	—	—	—	—	—	—	—	—	—	9	41	—	—	—
—	32	—	4	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	1	1	—	—	—	2	—	—	1	1	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	62	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
32	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	90	20	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	2	24	—	—	—
—	—	—	12	—	—	4	3	—	—	—	—	—	—	—	—	—
1	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	19	—	—	—	—	—	—	—	—	—	—	—	—	—
245	2	421	210	—	—	—	—	13	—	—	—	—	—	—	—	—

(Y) Includes Herr Gas & Oil Co., Mid-State Oil Co., Montour Auto Service Co., Mascot Petroleum Co., Stop-N-Go Foods, Inc., King-Kwik Minit Markets, Inc.
(Z) Includes TCR, Inc.
(AA) Includes Drake Petroleum Co., Inc., Kenyon Oil Co., Mid-Valley Oil Co., Puritan Oil Co.
(BB) Eighteen outlets are unattended cardlock units.

Branded Retail Outlets (cont'd.)

Company	TOTAL BRANDED RETAIL OUTLETS	NUMBER OF STATES WHERE GASOLINE BRAND IS MARKETED	West North Central						
			Minn.	Iowa	Mo.	N.D.	S.D.	Neb.	Kan.
Kunz Oil Co.	37	1	37	—	—	—	—	—	—
Kwik Shop, Inc.	134	4	—	31	—	—	—	37	67
Mid-Missouri Oil Co.	15	1	—	—	15	—	—	—	—
Midwest Petroleum Co.	145(S)	2	—	—	115	—	—	—	—
Mobil Oil Corp.	12,619	40	374	120	277	31	2	—	4
Murphy Oil USA, Inc.	569	14	56	—	—	—	—	—	—
Muskat Corp.	136	8	—	—	—	—	—	—	19
Neal, Inc.	36	1	—	—	—	—	—	—	—
Newell Oil Co., Inc.	16	1	—	—	—	—	—	—	—
Olympian Oil Co.	43	1	—	—	—	—	—	—	—
PDQ Food Stores, Inc.	86(U)	8	10	—	1	—	—	—	—
Pester Marketing Co.	220	11	9	98	24	—	5	18	15
Petrotex Marketing Inc.	22	1	—	—	—	—	—	—	—
Phillips 66 Co.	10,669	37	430	424	699	29	145	271	349
Pilot Oil Corp.	107	17	—	1	1	—	—	—	—
Pride of Texas Dist. Co.	24	1	—	—	—	—	—	—	—
Quortrup Petroleum Co.	3	1	—	—	—	—	—	—	—
Racetrac Petroleum, Inc.	309	13	—	—	1	—	—	—	—
Remote Services, Inc.	266	9	—	1	—	—	—	—	—
Robinson Oil Co., Inc.	24(V)	1	—	—	—	—	—	—	—
Sahara Oil Co., Inc.	25	1	—	—	—	—	—	—	—
Schaeffer Oil, Inc.	5	1	—	—	—	—	5	—	—
Shay Oil Co., Inc.	18	2	—	—	—	—	—	—	—
Shell Oil Co.	11,133	41	—	38	222	—	—	—	—
Sinclair Oil Corp.	2,479	24	166	210	389	139	167	168	63
Southern Counties Oil Co.	30	1	—	—	—	—	—	—	—
Standard Oil Co. (Ohio)	7,623(W)	29	—	—	1	—	—	—	—
Sun Refining & Marketing Co.	5,662(Y)	29	—	499	242	—	—	17	19
Texaco Inc.	18,939	46	211	219	378	—	88	163	258
Tooley Oil Co.	9	1	—	—	—	—	—	—	—
Total Petroleum, Inc.	1,915	19	65	110	344	12	40	101	360
Town Pump Inc. & Affiliates	60	1	—	—	—	—	—	—	—
Unocal Corp.	10,633	41	332	99	19	—	10	5	1
Vista Marketing Group Ltd.	16	4	—	1	5	—	—	—	—
Warelubco, Inc.	93	5	—	14	3	—	—	—	—
Webster Oil Co.	21	1	—	—	21	—	—	—	—
Western Marketing, Inc.	29	1	—	—	—	—	—	—	—
Wickland Oil Co.	65	3	—	—	—	—	—	—	—

(CC) Includes Meador Oil Co., Inc.
(DD) Includes Pioneer Oil Co., 75 Mini-Marts, Inc.
(EE) Includes SMO, Inc., Dash In Food Stores, Inc., Southern Maryland Oil, Inc., Delmarva Oil, Inc.
(FF) Includes Easy Go Stores.

West South Central				Mountain								Pacific				
Ark.	La.	Okla.	Texas	Mont.	Idaho	Wyo.	Colo.	N.M.	Ariz.	Utah	Nev.	Wash.	Ore.	Calif.	Alaska	Hawaii
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	9	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
5	330	—	944	—	—	—	—	—	240	—	7	346	334	1,394	1	—
6	40	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
6	1	76	21	—	—	—	8	3	—	—	—	—	—	—	—	—
—	—	—	35	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	16	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	43	—	—
—	—	—	—	—	—	5	50	—	—	—	5	—	—	—	—	—
—	—	—	—	—	—	2	32	—	—	—	—	—	—	—	—	—
—	—	—	22	—	—	—	—	—	—	—	—	—	—	—	—	—
288	346	575	1,398	2	113	60	285	156	6	161	3	—	6	—	—	—
1	—	—	—	—	—	—	—	—	2	—	—	—	—	—	—	—
—	—	—	24	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	3	—	—	—	—	—	—	—	—	—	—	—	—	—
3	12	—	16	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	24	—	—
—	—	—	—	—	—	—	—	—	25	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	17	—	—	—	—	1	—	—
80	538	19	639	—	54	—	12	89	42	19	46	349	327	1,508	—	65
86	58	109	1	171	182	75	196	13	5	180	17	10	11	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	30	—	—
2	—	2	2	—	—	—	—	3	—	—	—	—	—	2	—	—
6	—	476	1	—	—	—	—	—	—	—	—	—	—	—	—	—
450	854	643	3,072	—	103	82	311	187	194	189	80	449	349	1,434	87	59
—	—	—	—	—	—	—	—	—	—	—	—	—	—	9	—	—
25	—	130	29	—	—	—	46	13	1	—	—	—	—	—	—	—
—	—	—	—	60	—	—	—	—	—	—	—	—	—	—	—	—
86	105	3	50	—	11	—	1	2	137	36	56	259	191	1,808	86	131
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	29	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	1	—	5	79	—	—

Average Number of Employees

(As of Jan. 1, 1986)

	Mining	Manufacturing		Transportation		Wholesale	Retail	
	Oil and Gas Extraction	Petroleum Refining	Oils and Greases	Pipelines, Except Gas	Gas Distribution	Petroleum Products	Gasoline Stations	Total
Alabama	1,840	358	49	93	3,136	4,844	7,622	17,942
Alaska	8,810	229	2	920	303	513	1,169	11,946
Arizona	126	NA	0	114	1,803	1,512	8,356	11,911
Arkansas	3,869	615	0	283	2,334	2,825	4,710	14,636
California	39,809	27,522	713	1,144	11,412	16,780	62,798	160,178
Colorado	24,193	573	47	101	2,318	2,929	8,601	38,762
Connecticut	160	NA	33	NA	1,299	2,052	9,384	12,978
Delaware	25	901	9	0	310	309	1,475	3,029
District of Columbia	70	96	0	0	666	185	1,054	2,071
Florida	1,051	79	173	62	2,222	7,140	30,156	40,883
Georgia	90	114	116	466	3,872	5,964	16,680	27,302
Hawaii	NA	417	0	0	333	522	3,638	4,910
Idaho	79	0	0	18	444	1,425	2,809	4,775
Illinois	6,858	6,514	821	945	8,373	10,091	26,269	59,871
Indiana	898	2,918	241	454	2,958	3,231	16,161	26,861
Iowa	75	0	58	167	1,404	3,150	11,435	16,289
Kansas	15,460	2,320	312	1,728	4,062	2,618	7,691	34,191
Kentucky	3,394	3,490	70	155	3,039	3,063	9,989	23,200
Louisiana	78,500	11,700	600	1,200	6,700	5,800	8,100	112,600
Maine	NA	NA	NA	NA	NA	1,318	2,627	3,945
Maryland	23	NA	NA	0	1,170	3,059	13,085	17,337
Massachusetts	125	62	376	NA	4,869	3,018	14,462	22,912
Michigan	4,200	1,600	500	250	7,600	5,380	21,250	40,780
Minnesota	NA	NA	NA	198	2,421	2,562	15,845	21,026
Mississippi	8,116	1,652	113	NA	2,164	2,789	5,389	20,223
Missouri	132	40	374	262	4,946	6,240	15,672	27,666
Montana	3,357	916	2	94	128	1,430	2,734	8,661
Nebraska	855	47	160	118	3,177	1,971	6,485	12,813
Nevada	468	61	0	19	661	427	3,515	5,151
New Hampshire	1	0	6	3	268	438	2,788	3,504
New Jersey	118	7,016	1,246	167	2,158	3,713	19,237	33,655
New Mexico	13,554	934	51	241	3,575	1,912	4,063	24,330
New York	2,582	8,696	411	123	6,954	9,516	28,703	56,985
North Carolina	14	198	NA	115	2,563	5,445	9,667	18,002
North Dakota	5,137	229	168	171	1,188	2,350	2,278	11,521
Ohio	10,823	5,931	720	674	7,502	5,881	29,159	60,690
Oklahoma	63,288	7,147	402	1,366	5,762	5,726	6,135	89,826
Oregon	158	0	NA	42	1,540	2,374	7,884	11,998
Pennsylvania	5,600	10,000	900	700	8,800	9,600	25,400	61,000
Rhode Island	9	NA	4	22	863	483	2,514	3,895
South Carolina	24	0	NA	NA	611	3,691	7,274	11,600
South Dakota	134	NA	NA	63	122	1,451	2,736	4,506
Tennessee	422	160	270	43	1,760	4,870	11,821	19,346
Texas	249,098	34,374	1,104	4,866	28,683	25,550	35,956	379,631
Utah	3,850	812	1	82	2,450	1,689	4,779	13,663
Vermont	0	0	0	0	124	309	1,750	2,183
Virginia	174	257	31	86	2,474	7,616	14,996	25,634
Washington	173	1,600	28	83	1,606	2,862	9,841	16,193
West Virginia	5,697	430	139	117	5,271	2,359	3,812	17,825
Wisconsin	14	NA	98	163	2,852	3,263	14,441	20,831
Wyoming	14,643	933	5	298	1,264	1,387	2,957	21,487
TOTAL	578,096	140,941	10,403	18,216	172,514	205,632	587,352	1,713,154

Note: Data differ from the Bureau of Labor Statistics national averages due to confidentiality rules.
Source: Independent Petroleum Assn. of America—"The Oil and Gas Producing Industry in Your State—1986-1987."

How Distillates Were Used in 1985

(Add 000 gal.)

Use (a)	1985	1984	% Change	% Share of Total Distillates Use in 1985	% Share of Total Distillates Use in 1984
Residential	7,212,897	6,910,211	4.4%	16.4%	15.8%
Commercial	4,514,211	4,904,727	(8.0)	10.3	11.2
Industrial	2,592,678	2,356,787	10.0	5.9	5.4
Oil Company	876,505	908,162	(3.5)	2.0	2.1
Farm	3,311,309	2,974,418	11.3	7.5	6.8
Elec. Utils.	514,327	689,012	(25.4)	1.2	1.2
Railroad	3,209,729	3,456,915	(7.2)	7.3	7.9
Vessel Bunkering	1,894,265	1,692,045	12.0	4.3	3.9
On-Highway Diesel	17,279,650	16,797,423	2.9	39.3	38.4
Military	788,179	696,309	9.9	1.8	1.6
Off-Highway Diesel	1,616,685	1,673,591	(3.4)	3.7	3.8
All other	176,299	671,514	(73.7)	0.4	1.5
U.S. Total	**43,966,734**	**43,731,114**	**(0.5)**	—	—

(a) In 1984, Energy Information Administration revised its sampling procedures and re-allocated some volumes in some categories; hence these data are not comparable in many respects to similar tables in earlier *Factbook* issues.
Source: Energy Information Administration, "Deliveries of Fuel Oil and Kerosine in 1984 and 1985," Petroleum Marketing Monthly, June 1986.

How Residual Was Used in 1985

(Add 000 gal.)

Use (a)	1985	1984	% Change	% Share of Total Residual Use in 1985	% Share of Total Residual Use in 1984
Commercial	1,326,870	1,418,630	(6.5%)	6.7%	6.7%
Industrial	4,011,361	3,963,753	(1.2)	18.8	18.8
Oil Company	776,019	1,162,547	(32.3)	5.5	5.5
Elec. Utils.	6,183,985	7,825,363	(21.0)	37.2	37.2
Railroad	6,163	1,796	(243.2)	—	—
Vessel Bunkering	5,473,562	5,687,130	(3.8)	27.0	27.0
Military	792,318	222,230	256.8	1.1	1.0
All other	460,402	768,908	(49.6)	3.7	3.7
U.S. Total	**18,431,280**	**21,050,358**	**(12.4)**	—	—

(a) In 1984, Energy Information Administration revised its sampling procedures and re-allocated some volumes in some categories; hence these data are not comparable in many respects to similar tables in earlier *Factbook* issues.
Source: Energy Information Administration, "Deliveries of Fuel Oil and Kerosine, 1984 and 1985, "Petroleum Marketing Monthly, June 1986.

How Kerosine Was Used in 1985

(Add 000 gal.)

Use (a)	1985	1984	% Change	% Share of Total Kerosine Use in 1985	% Share of Total Kerosine Use in 1984
Residential	862,573	516,393	67.0%	49.1%	29.1%
Commercial	367,218	799,748	(54.1)	21.0	45.1
Industrial	254,491	241,425	5.4	14.6	13.6
Farm	53,434	32,167	66.1	3.1	1.8
All other	208,139	182,037	14.3	11.9	10.3
U.S. Total	**1,745,856**	**1,771,700**	**(1.5)**	—	—

(a) In 1984, Energy Information Administration revised its sampling procedures and re-allocated some volumes in some categories; hence these data are not comparable in many respects to similar tables in earlier *Factbook* issues.
Source: Energy Information Administration, "Deliveries of Fuel Oil and Kerosine in 1984 and 1985," Petroleum Marketing Monthly, June 1986.

How New Homes Are Heated

For an industry segment that has been lagging badly in the new home construction market, fuel oil got an enormous improvement in 1986, preliminary data from the Commerce Department says. In New England, oil heat got 24% of the new homes, up 8% from the 1985 figure. For the nation as a whole, fuel oil got 5% in 1986 compared with 3% the preceding year.

Region	New Homes Completed (Add 000)	Share of New Homes by Fuels and Percentages			
		Gas	Electric	Oil	Other
Northeast	193	41%	31%	24%	4%
Midwest(a)	170	78	17	(*)	4
South	502	30	66	(*)	3
West	253	64	29	(*)	7
Total 1986	**1,118**	**47%**	**44%**	**5%**	**4%**
Total 1983	**1,072**	**44%**	**49%**	**3%**	**4%**

(a)Formerly called "North Central;" (*) Statistical data did not meet publication standards.
Source: U.S. Department of Commerce, 1986 Construction Reports, preliminary data published in March 1987.

Gas: Who Uses It for Heat

Natural gas added another 756,600 new customers in 1985. New home additions were up 5.3% in 1985, conversions 9.0%, and the net 5.7%, according to American Gas Assn.'s annual home-heating survey, which was published in the fall of 1986 for the data year of 1985.

Region	% of Gas-Heated Homes to Total Gas-Using Homes	Consumers Added in 1985 (Add 000)		
		New Homes	Existing Homes	Total Added
New England	67.6%	18.7	22.0	40.7
Mid-Atlantic	64.8	64.9	47.5	112.4
East North Central	94.4	91.5	31.2	122.7
West North Central	95.3	50.9	7.2	58.1
South Atlantic	90.1	62.5	21.3	83.8
East South Atlantic	97.6	18.6	5.5	24.1
West South Atlantic	93.4	34.7	3.0	37.7
Mountain	96.2	57.4	2.3	59.7
Pacific	97.4	208.0	9.4	217.4
Total	**88.8%**	**607.2**	**149.3**	**756.6**
% Change '85 vs. '84	—	5.3%	9.0%	5.7%

Source: American Gas Assn., Home Heating Survey, 1985.

Gas Heat Equipment Shipments

Manufacturer shipments of gas-fired furnaces rose a spanking 15.5% in 1986, Gas Appliance Manufacturers Assn. says.

Class and Type of Equipment	1986	1985	% Change
Central Heating:			
Furnaces	2,104,805	1,822,295	15.5%
Boilers	196,022	192,455	1.8
Space Heating:			
Wall Furnaces Vented	196,930	206,430	(4.6)
RV Systems	208,043	201,702	3.1
Water Heaters:			
Gas	3,728,779	3,528,931	5.7
Electric	3,389,150	3,452,283	1.8
Oil (a)	35,000	34,000	3.0

(a) Estimated by fuel oil industry sources for comparison.
Source: Gas Appliance Manufacturers Assn.

Distillate Deliveries in 1985 . . .

(Add 000 gal.)

	Residential		Commercial		Industrial	
Destination	1984	1985	1984	1985	1984	1985
PAD District 1						
New England States						
Connecticut	399,801	410,776	139,207	149,332	34,489	36,715
Maine	139,442	205,490	60,258	40,787	14,542	8,856
Massachusetts	755,594	756,390	234,209	240,087	27,522	30,429
New Hampshire	130,070	136,429	17,399	23,167	4,071	6,729
Rhode Island	124,455	143,918	24,837	18,579	8,337	7,087
Vermont	86,222	93,555	18,192	22,295	5,706	9,192
Central Atlantic States						
Delaware	58,731	56,022	13,008	14,056	9,381	8,252
District of Columbia	23,838	20,856	42,725	31,522	351	751
Maryland	260,866	211,450	119,981	81,763	45,936	38,934
New Jersey	690,128	760,742	308,315	237,342	60,639	63,179
New York	1,265,010	1,304,675	513,166	498,203	107,136	100,278
Pennsylvania	890,676	911,749	245,576	207,646	128,229	138,695
Lower Atlantic States						
Florida	21,249	23,894	93,147	153,930	62,068	36,490
Georgia	9,672	14,881	92,985	65,071	34,058	41,819
North Carolina	240,142	205,416	126,149	111,519	52,934	59,582
South Carolina	50,517	48,525	35,789	35,405	25,044	33,649
Virginia	232,137	216,319	117,903	103,562	53,743	54,511
West Virginia	21,232	19,465	22,894	25,398	55,413	49,949
Total	**5,399,783**	**5,540,552**	**2,225,741**	**2,059,663**	**729,599**	**725,096**
PAD District 2						
Illinois	87,290	95,036	213,906	167,325	59,158	65,621
Indiana	109,516	107,673	140,105	111,010	83,180	111,037
Iowa	45,932	60,396	55,396	47,323	13,091	10,890
Kansas	1,929	2,752	41,639	29,395	17,917	8,528
Kentucky	30,766	34,702	71,769	64,027	73,449	173,474
Michigan	223,900	251,065	112,756	99,311	64,878	62,748
Minnesota	141,842	161,073	124,024	115,367	28,891	33,651
Missouri	31,797	34,330	73,467	61,674	24,141	37,915
Nebraska	11,232	14,328	37,681	33,679	6,274	8,625
North Dakota	41,467	47,112	19,142	20,365	14,719	12,197
Ohio	141,260	188,345	161,950	85,696	104,963	107,503
Oklahoma	3,403	3,467	27,059	29,669	76,381	86,300
South Dakota	27,526	31,283	9,870	11,692	4,546	2,474
Tennessee	11,853	10,902	90,123	129,923	27,980	54,118
Wisconsin	224,608	270,388	170,309	133,536	19,312	16,245
Total	**1,134,319**	**1,312,854**	**1,349,197**	**1,139,995**	**618,881**	**791,326**
PAD District 3						
Alabama	1,859	1,425	39,313	54,318	61,424	41,731
Arkansas	36	30	62,455	49,331	18,358	11,983
Louisiana	118	335	87,148	157,560	60,026	74,891
Mississippi	187	86	36,912	44,911	56,931	39,819
New Mexico	698	876	20,047	19,023	51,451	89,176
Texas	14,185	1,634	368,799	403,367	240,824	411,355
Total	**17,083**	**4,385**	**614,674**	**728,510**	**489,014**	**668,955**
PAD District 4						
Colorado	5,847	4,471	35,020	28,659	26,527	13,115
Idaho	25,144	26,729	17,024	15,407	15,607	9,977
Montana	19,249	14,540	47,321	36,309	19,793	10,914
Utah	7,020	3,133	33,675	22,758	41,712	28,924
Wyoming	13,574	2,121	9,518	18,508	39,923	31,759
Total	**70,836**	**50,996**	**142,559**	**121,841**	**143,562**	**94,690**
PAD District 5						
Alaska	56,604	55,151	49,346	39,000	24,724	28,878
Arizona	26	505	10,217	20,042	47,980	38,067
California	6,026	6,234	324,757	147,907	149,166	131,205
Hawaii	31	13	4,677	5,711	2,179	2,745
Nevada	10,322	11,957	16,480	13,640	22,605	35,333
Oregon	87,492	99,946	85,259	58,249	72,837	34,983
Washington	127,690	130,306	81,821	179,853	56,241	41,400
Total	**288,192**	**304,112**	**572,556**	**464,402**	**375,732**	**312,612**
U.S. Total	**6,910,211**	**7,212,897**	**4,904,727**	**4,514,211**	**2,356,787**	**2,592,678**

. . . By End Use

(Add 000 gal.)

N.B.: In 1985, EIA began publishing two sets of product tables, one for sales, the other for deliveries. Both are based on the same raw data. The sales tables reflect the questionnaire totals; the deliveries tables are adjustments to correlate them with other industry data. EIA's original objective was to switch to the sales tables and drop the deliveries tables. However, because of statistical disparities, this switch-over has been delayed indefinitely. The data on these pages are the deliveries tables and are compatible with prior *NPN* Factbook summaries even though the latter were then labelled "sales."

	Oil Company		Farm		Electric Utility	
Destination	**1984**	**1985**	**1984**	**1985**	**1984**	**1985**
PAD District 1						
New England States						
Connecticut	979	871	2,549	828	897	2,870
Maine	152	28	4,762	3,701	14	199
Massachusetts	1,098	1,149	3,433	1,963	9,702	7,841
New Hampshire	31	5	1,985	1,425	132	904
Rhode Island	580	336	852	382	1,510	602
Vermont	93	60	3,132	5,833	1,005	574
Central Atlantic States						
Delaware	717	513	4,445	5,946	6,534	2,794
District of Columbia	248	148	—	32	33,121	12,975
Maryland	3,939	2,609	16,720	19,903	43,404	38,749
New Jersey	7,883	2,329	8,011	11,331	24,487	13,117
New York	3,899	3,942	33,759	50,391	5,604	7,496
Pennsylvania	8,007	13,301	36,332	42,889	48,231	20,599
Lower Atlantic States						
Florida	2,772	2,386	62,257	86,905	39,636	44,280
Georgia	734	354	60,658	67,026	15,506	1,612
North Carolina	552	432	46,645	51,073	19,131	17,452
South Carolina	1,114	655	20,471	20,984	7,012	10,061
Virginia	2,114	2,531	29,258	42,888	20,735	12,322
West Virginia	4,866	3,898	2,498	2,542	10,958	17,138
Total	**39,778**	**35,547**	**337,765**	**416,045**	**287,619**	**211,584**
PAD District 2						
Illinois	16,733	20,275	161,404	152,482	64,099	34,545
Indiana	4,782	2,313	80,975	66,394	13,464	12,656
Iowa	1,643	570	140,429	174,850	3,364	1,506
Kansas	11,218	13,046	103,623	119,451	6,232	3,155
Kentucky	13,497	1,436	38,787	41,563	9,134	7,297
Michigan	3,207	2,269	67,795	77,359	40,932	33,743
Minnesota	489	556	106,947	136,176	1,228	2,849
Missouri	2,375	402	83,271	97,693	7,014	4,074
Nebraska	159	110	135,552	151,861	3,236	210
North Dakota	3,298	4,412	82,935	94,763	3,834	1,937
Ohio	6,844	4,631	54,046	57,998	11,354	21,628
Oklahoma	74,458	73,800	49,143	73,602	770	14
South Dakota	15	5	56,308	64,394	656	551
Tennessee	2,159	3,436	40,198	46,064	91,556	8,795
Wisconsin	507	469	101,917	97,013	4,980	4,600
Total	**141,383**	**127,728**	**1,303,330**	**1,451,863**	**261,853**	**137,560**
PAD District 3						
Alabama	4,200	4,692	42,405	50,618	7,286	7,315
Arkansas	5,003	4,643	150,144	207,144	13,931	5,991
Louisiana	181,630	212,631	45,315	44,618	10,953	4,748
Mississippi	20,879	71,570	60,922	65,442	7,536	1,384
New Mexico	12,974	18,651	9,296	13,641	29	925
Texas	373,343	304,537	330,698	331,061	11,672	70,247
Total	**598,029**	**616,725**	**638,780**	**712,523**	**51,407**	**90,610**
PAD District 4						
Colorado	9,053	4,256	77,164	53,037	4,215	6,724
Idaho	137	126	59,327	50,952	48	17
Montana	13,272	1,906	55,239	101,096	392	1,225
Utah	5,672	1,635	8,296	7,263	7,052	2,145
Wyoming	26,528	36,486	11,933	18,332	1,999	6,428
Total	**54,664**	**44,410**	**211,960**	**230,680**	**13,706**	**16,539**
PAD District 5						
Alaska	4,378	3,616	971	889	19,114	12,695
Arizona	491	291	27,925	16,065	1,757	2,424
California	65,285	39,234	336,548	398,788	12,601	7,479
Hawaii	305	1,118	10,779	13,219	37,519	32,029
Nevada	614	604	10,083	9,289	1,828	2,604
Oregon	1,039	2,582	43,796	32,968	303	89
Washington	2,197	4,651	52,481	29,179	1,306	715
Total	**74,309**	**52,095**	**482,583**	**500,397**	**74,428**	**58,035**
U.S. Total	**908,162**	**876,505**	**2,974,418**	**3,311,309**	**689,012**	**514,327**

Distillate Deliveries 1985 . . .

(Add 000 gal.)

Destination	Railroad 1984	Railroad 1985	Vessel Bunkering 1984	Vessel Bunkering 1985	On-Highway 1984	On-Highway 1985
PAD District 1						
New England States						
Connecticut	727	1,810	1,518	1,413	183,583	183,726
Maine	5,637	7,627	596	3,016	116,662	125,975
Massachusetts	45,640	47,853	16,448	21,463	252,545	245,057
New Hampshire	90	334	20	216	40,593	42,239
Rhode Island	2,375	491	3,726	1,405	32,809	11,775
Vermont	1,660	1,290	5	304	36,274	38,737
Central Atlantic States						
Delaware	5,251	340	488	552	46,602	50,528
District of Columbia	6,024	7,225	10	29	21,393	20,897
Maryland	32,715	34,984	16,896	20,880	208,168	238,103
New Jersey	23,911	49,327	52,652	67,722	436,162	445,512
New York	9,262	39,542	11,312	6,393	439,452	518,586
Pennsylvania	64,330	64,993	14,123	9,212	734,690	769,798
Lower Atlantic States						
Florida	101,670	63,740	100,598	77,445	664,162	706,762
Georgia	101,676	78,421	16,618	12,541	633,818	664,749
North Carolina	64,262	40,534	16,390	16,608	501,663	512,560
South Carolina	26,176	29,343	7,125	7,794	291,490	293,068
Virginia	151,111	119,239	25,825	32,548	406,060	437,519
West Virginia	32,877	22,096	131,611	125,442	123,877	121,288
Total	**675,394**	**609,188**	**415,962**	**404,982**	**5,172,003**	**5,428,879**
PAD District 2						
Illinois	207,727	162,894	76,791	55,190	574,188	586,969
Indiana	149,767	171,422	5,153	4,133	692,209	693,360
Iowa	49,725	38,330	2,196	1,090	313,635	298,367
Kansas	174,966	167,438	—	—	252,239	260,522
Kentucky	112,838	103,383	174,314	137,027	335,968	329,045
Michigan	43,247	42,816	1,191	5,748	425,302	454,673
Minnesota	45,316	37,323	7,339	9,075	284,668	289,062
Missouri	79,189	47,207	13,794	54,696	438,179	448,082
Nebraska	108,605	103,158	—	47	181,983	186,417
North Dakota	46,177	32,175	—	—	90,792	93,017
Ohio	170,614	105,203	6,136	772	810,535	831,466
Oklahoma	53,476	55,821	—	613	401,738	387,890
South Dakota	5,116	428	—	—	96,895	96,079
Tennessee	153,364	92,108	27,397	33,816	503,273	513,316
Wisconsin	21,173	46,636	8,717	8,429	342,908	349,753
Total	**1,421,299**	**1,206,344**	**321,437**	**310,636**	**5,744,012**	**5,817,687**
PAD District 3						
Alabama	76,888	72,325	31,354	37,425	345,705	357,980
Arkansas	26,535	24,068	1,920	11,003	285,945	288,154
Louisiana	82,373	108,706	395,300	413,715	362,139	325,752
Mississippi	22,765	22,073	53,278	49,102	268,572	280,338
New Mexico	6,873	3,975	—	—	168,017	177,728
Texas	412,498	377,311	152,210	187,321	1,514,092	1,550,477
Total	**627,932**	**608,479**	**634,063**	**698,566**	**2,944,470**	**2,980,429**
PAD District 4						
Colorado	71,959	64,664	—	981	202,150	199,169
Idaho	20,242	20,790	—	80	93,509	97,057
Montana	75,676	72,232	—	—	113,853	106,862
Utah	36,267	36,723	—	—	130,617	132,393
Wyoming	43,447	64,417	—	—	104,249	115,572
Total	**247,591**	**258,826**	**—**	**1,061**	**644,378**	**651,053**
PAD District 5						
Alaska	4,128	5,164	49,853	118,258	98,646	106,978
Arizona	68,087	52,700	—	—	228,929	267,552
California	197,605	255,583	185,498	240,241	1,399,258	1,387,378
Hawaii	394	303	23,064	31,938	17,548	18,589
Nevada	51,776	40,386	—	—	77,184	92,782
Oregon	118,630	111,410	18,001	25,598	195,543	243,977
Washington	44,078	61,367	44,177	62,985	275,452	287,006
Total	**484,699**	**526,892**	**320,594**	**479,020**	**2,292,560**	**2,404,282**
U.S. Total	**3,456,915**	**3,209,729**	**1,692,045**	**1,894,266**	**16,797,423**	**17,279,660**

. . . By End Use (Continued)

(Add 000 gal.)

Destination	Military		Off-Highway		All Other		Total	
	1984	1985	1984	1985	1984	1985	1984	1985
PAD District 1								
New England States								
Connecticut	185	298	5,442	6,632	9,471	89	778,847	795,359
Maine	266	72	5,732	5,960	2,174	639	350,238	402,350
Massachusetts	1,658	2,855	13,854	9,511	11,397	882	1,373,101	1,365,479
New Hampshire	72	894	4,775	7,380	768	606	200,006	220,326
Rhode Island	610	32	4,049	2,535	1,851	43	205,991	187,185
Vermont	35	48	3,180	3,461	287	311	155,792	175,660
Central Atlantic States								
Delaware	644	598	3,324	2,164	229	942	149,356	142,707
District of Columbia	94	8,983	435	558	49	36	128,288	104,011
Maryland	3,008	16,499	23,629	38,637	10,301	7,127	785,563	749,637
New Jersey	1,967	4,487	20,714	25,412	58,713	4,641	1,693,580	1,685,142
New York	2,207	5,919	44,514	43,487	20,765	4,626	2,456,086	2,583,539
Pennsylvania	4,019	1,621	67,066	45,147	28,749	2,515	2,270,029	2,228,166
Lower Atlantic States								
Florida	11,221	8,080	50,191	69,020	17,851	496	1,226,821	1,273,428
Georgia	2,489	3,352	29,836	41,087	4,296	3,483	1,002,347	994,396
North Carolina	3,813	3,546	21,231	24,302	5,585	818	1,098,497	1,043,842
South Carolina	2,425	484	13,990	15,312	2,708	914	483,860	496,195
Virginia	5,422	11,770	36,175	26,835	7,335	1,009	1,089,818	1,061,052
West Virginia	2,003	3	28,228	20,517	1,359	2,966	437,817	410,702
Total	**42,140**	**69,541**	**376,367**	**387,956**	**183,888**	**32,143**	**15,886,038**	**15,919,176**
PAD District 2								
Illinois	49,646	989	57,274	27,655	6,171	2,259	1,574,386	1,371,241
Indiana	1,786	1,008	21,140	8,876	5,074	917	1,307,152	1,290,807
Iowa	53	774	13,427	15,152	4,282	107	643,171	649,354
Kansas	547	283	13,639	20,397	8,887	3,092	632,837	628,059
Kentucky	2,156	137	60,273	19,483	3,592	731	926,544	912,307
Michigan	4,224	10,178	26,172	33,974	5,724	2,381	1,019,827	1,076,266
Minnesota	686	556	17,616	26,285	2,908	5,462	761,953	817,435
Missouri	2,120	2,180	22,600	30,113	873	1,989	778,821	820,356
Nebraska	723	428	13,540	20,026	5,328	67	504,312	518,957
North Dakota	2,201	3,016	6,356	5,793	109	1	311,029	314,788
Ohio	575	239	36,486	80,807	3,551	30,604	1,507,314	1,514,893
Oklahoma	574	310	51,427	48,099	14,671	10,744	753,100	770,327
South Dakota	361	218	4,074	3,428	416	—	204,782	209,553
Tennessee	4,854	1,526	27,822	38,501	23,019	4,466	1,003,598	936,972
Wisconsin	1,521	2,909	18,333	14,810	4,741	886	918,428	945,672
Total	**72,027**	**24,750**	**390,178**	**393,399**	**89,347**	**63,707**	**12,847,254**	**12,776,968**
PAD District 3								
Alabama	3,311	3,528	58,889	45,515	9,565	12,001	682,201	688,871
Arkansas	1,150	279	27,794	30,214	4,391	339	597,662	633,199
Louisiana	686	1,303	80,101	61,288	15,007	8,174	1,320,796	1,413,720
Mississippi	424	43,866	58,427	49,583	6,101	580	592,935	668,753
New Mexico	619	572	22,615	32,383	5,720	589	296,339	357,541
Texas	265,497	259,017	233,404	97,525	147,152	5,908	4,064,372	3,999,851
Total	**271,688**	**308,655**	**481,230**	**316,507**	**187,936**	**27,592**	**7,556,304**	**7,761,936**
PAD District 4								
Colorado	2,332	2,854	37,327	26,065	4,834	68	476,428	404,066
Idaho	1,420	1,224	10,191	8,268	5,058	4,400	247,709	235,028
Montana	931	801	13,829	129,801	33,816	350	393,372	476,035
Utah	1,023	6,332	17,630	8,415	4,894	235	293,857	249,955
Wyoming	477	475	46,263	25,230	9,572	3,948	307,485	323,274
Total	**6,183**	**11,686**	**125,240**	**197,779**	**58,174**	**9,000**	**1,718,850**	**1,688,358**
PAD District 5								
Alaska	7,815	15,457	8,786	32,836	4,898	7,938	329,265	426,841
Arizona	835	937	28,642	23,053	264	405	415,152	422,040
California	267,562	229,104	151,731	173,877	108,058	26,627	3,204,094	3,043,656
Hawaii	17,219	86,114	2,440	2,527	21	202	116,176	194,508
Nevada	3,414	1,901	38,103	18,174	1,142	1,426	233,553	228,097
Oregon	1,846	1,577	25,786	33,971	10,057	2,653	660,588	648,002
Washington	5,580	18,457	45,089	36,607	27,728	4,604	763,840	857,131
Total	**304,271**	**353,547**	**300,577**	**321,045**	**152,168**	**43,856**	**5,722,668**	**5,820,276**
U.S. Total	**696,309**	**768,179**	**1,673,591**	**1,616,685**	**671,514**	**176,298**	**43,731,114**	**43,966,734**

Source: Energy Information Administration, Petroleum Marketing Monthly, July 1986.

Deliveries of Kerosine in 1985 . . .

(Add 000 gal.)

	Residential		Commercial		Industrial	
Destination	**1984**	**1985**	**1984**	**1985**	**1984**	**1985**
PAD District 1						
New England States						
Connecticut	8,035	11,509	1,286	1,216	451	520
Maine	11,446	17,316	1,816	1,878	65	253
Massachusetts	8,807	10,987	753	2,052	326	815
New Hampshire	6,736	16,267	161	783	44	29
Rhode Island	1,526	2,489	146	76	1	2
Vermont	5,605	9,794	186	687	33	87
Central Atlantic States						
Delaware	7,317	12,352	257	979	263	23
District of Columbia	2	193	80	1,045	24	28
Maryland	15,268	21,196	853	1,703	292	176
New Jersey	18,926	17,264	1,149	1,473	438	1,083
New York	45,781	61,275	18,355	16,416	1,023	1,232
Pennsylvania	45,238	54,312	6,[illegible]98	6,832	1,738	4,170
Lower Atlantic States						
Florida	10,335	16,443	9,426	19,925	606	484
Georgia	2,552	4,897	615	868	234	495
North Carolina	54,250	76,025	1,739	4,661	2,879	4,553
South Carolina	15.373	23,054	520	917	1,562	3,272
Virginia	4[illegible],472	68,740	1,300	4,068	657	1,221
West Virginia	5,156	7,432	909	2,449	917	2,337
Total	**303,824**	**431,546**	**45,849**	**68,026**	**11,552**	**20,780**
[redacted]						
PAD District 3						
Alabama	32,060	28,584	5,461	6,183	9,992	2,154
Arkansas	32,624	12,167	79,196	33,074	6,348	8,455
Louisiana	6,192	6,993	8,373	25,707	24,283	24,249
Mississippi	7,579	10,512	4,823	15,308	7,808	5,516
New Mexico	18,886	16,069	58,065	23,981	16,946	24,487
Texas	19,213	44,277	421,394	98,620	55,255	58,376
Total	**116,553**	**118,602**	**577,312**	**202,872**	**120,633**	**123,237**
[redacted]						
PAD District 5						
Alaska	145	47	265	113	60	26
Arizona	97	140	105	92	56	475
California	4,396	3,214	11,182	15,594	10,152	19,487
Hawaii	—	—	63	58	—	—
Nevada	1,162	2,097	184	204	48	32
Oregon	1,084	1,802	1,394	1,146	22	30
Washington	3,121	3,800	10,851	9,101	34,608	40,448
Total	**10,455**	**11,099**	**24,043**	**26,308**	**44,947**	**60,498**
U.S. Total	**651,953**	**862,573**	**691,066**	**367,218**	**221,449**	**254,491**

. . . By End Use

(Add 000 gal.)

N.B.: In 1985, EIA began publishing two sets of product tables, one for sales, the other for deliveries. Both are based on the same raw data. The sales tables reflect the questionnaire totals; the deliveries tables are adjustments to correlate them with other industry data. EIA's original objective was to switch to the sales tables and drop the deliveries tables. However, because of statistical disparities, this switch-over has been delayed indefinitely. The data on these pages are the deliveries tables and are compatible with prior *NPN* Factbook summaries even though the latter were then labelled "sales."

	Farm		All Other		Total	
Destination	**1984**	**1985**	**1984**	**1985**	**1984**	**1985**
PAD District 1						
New England States						
Connecticut	14	63	135	253	9,921	13,560
Maine	106	121	301	267	13,734	19,834
Massachusetts	247	5	259	175	10,392	14,034
New Hampshire	19	22	7	68	6,967	17,170
Rhode Island	0	1	5	7	1,677	2,574
Vermont	43	137	441	277	6,307	10,983
Central Atlantic States						
Delaware	7	44	162	16	8,006	13,413
District of Columbia	—	—	86	27	191	1,293
Maryland	99	102	674	555	17,186	23,731
New Jersey	45	33	19,256	6,876	39,814	26,729
New York	770	952	8,668	21,384	74,597	101,260
Pennsylvania	1,139	906	2,339	1,495	56,752	67,715
Lower Atlantic States						
Florida	73	107	686	11,203	21,127	48,163
Georgia	36	345	173	390	3,610	6,995
North Carolina	4,458	4,506	267	1,162	63,594	90,907
South Carolina	100	96	389	918	17,944	28,257
Virginia	879	2,261	690	457	44,998	76,747
West Virginia	326	334	377	701	7,685	13,253
Total	**8,360**	**10,034**	**34,916**	**46,232**	**404,502**	**576,618**
[redacted]						
PAD District 3						
Alabama	1,310	490	1,105	4,968	49,928	42,379
Arkansas	2,516	2,153	1,009	5,635	121,692	61,485
Louisiana	2,349	798	12,142	15,912	53,339	73,659
Mississippi	383	1,187	1,860	1,326	22,453	33,849
New Mexico	1,090	3,240	8,883	7,281	103,870	75,057
Texas	6,738	10,933	73,645	93,565	576,245	305,772
Total	**14,386**	**18,801**	**98,644**	**128,687**	**927,528**	**592,200**
[redacted]						
PAD District 5						
Alaska	0	0	212	137	682	322
Arizona	10	8	7	9	275	724
California	3,190	1,980	9,118	230	38,038	40,505
Hawaii	—	—	10	10	73	68
Nevada	74	5	266	5	2,183	2,342
Oregon	41	25	1	4	2,544	3,006
Washington	53	113	15	119	48,647	53,581
Total	**3,369**	**2,132**	**9,629**	**512**	**92,442**	**100,548**
U.S. Total	**44,268**	**53,434**	**163,034**	**208,139**	**1,771,770**	**1,745,856**

Source: Energy Information Administration, Petroleum Marketing Monthly, July 1986.

Residual Fuel Oil Deliveries in 1985 . . .

(Add 000 gal.)

	Commercial		Industrial		Oil Company		Electric Utility	
Destination	**1984**	**1985**	**1984**	**1985**	**1984**	**1985**	**1984**	**1985**
PAD District 1								
New England States								
Connecticut	59,417	51,059	69,898	65,893	—	887	1,214,751	858,843
Maine	30,517	31,608	172,755	103,419	212	175	13,507	18,793
Massachusetts	100,337	95,972	215,712	254,382	—	—	616,919	861,009
New Hampshire	12,732	2,636	11,591	31,124	24,305	—	15,120	—
Rhode Island	12,339	16,772	19,401	29,586	—	—	8,505	4,959
Vermont	1,958	718	4,466	2,849	6,644	—	—	—
Central Atlantic States								
Delaware	7,603	2,142	26,683	19,547	40	—	74,640	25,065
District of Columbia	20,200	8,701	80	24	—	—	—	—
Maryland	23,054	7,665	118,895	27,096	1,296	3,540	234,500	169,228
New Jersey	109,476	95,090	102,859	133,733	52,724	13,635	1,220,777	894,173
New York	511,702	507,016	166,158	166,012	757	1,661	2,035,727	1,411,672
Pennsylvania	62,882	42,980	114,422	55,117	45,013	24,348	538,286	342,773
Lower Atlantic States								
Florida	41,150	65,982	178,775	190,317	557	156	984,871	825,493
Georgia	21,323	14,231	119,131	314,941	345	395	2,034	757
North Carolina	6,943	9,787	227,237	175,570	2,505	—	—	—
South Carolina	3,094	2,421	119,718	67,721	26	86	—	—
Virginia	19,906	13,475	105,290	97,974	1,052	1,076	149,491	74,002
West Virginia	21	153	40,381	22,704	4,701	6,620	—	—
Total	**1,044,653**	**968,408**	**1,813,450**	**1,758,007**	**140,175**	**52,577**	**7,109,129**	**5,486,768**
PAD District 2								
Illinois	40,921	18,033	43,315	51,481	215,646	127,735	4,339	1,025
Indiana	41,965	20,446	69,882	37,062	866	137,160	—	25
Iowa	152	54	7,181	7,471	—	—	2	—
Kansas	197	—	61,458	2,560	1,085	826	—	528
Kentucky	1,742	40	23,575	16,895	19,697	15,783	—	—
Michigan	2,460	-14,444	109,551	101,644	21,324	14,840	—	2,228
Minnesota	5,512	11,747	30,307	15,267	20,479	10,036	2	8,073
Missouri	9,181	6,350	10,742	29,187	—	—	—	1,262
Nebraska	—	—	4,058	1,697	2	—	—	—
North Dakota	5,428	3,387	31,466	11,353	21,489	11,513	323	116
Ohio	1,123	4,388	112,000	81,504	39,363	17,470	609	228
Oklahoma	—	—	19,370	10,668	737	410	—	—
South Dakota	2,489	987	2,507	849	—	—	—	—
Tennessee	4,873	5,138	35,774	23,232	—	—	—	—
Wisconsin	326	5,602	13,206	2,260	10,008	6,077	545	—
Total	**116,370**	**90,815**	**574,392**	**383,131**	**350,697**	**341,850**	**5,821**	**13,486**
PAD District 3								
Alabama	1,401	75,582	85,535	13,998	771	63	—	—
Arkansas	6,970	—	36,934	106,908	—	—	—	—
Louisiana	76,605	84,689	799,309	784,870	119,773	2,220	158,383	136,123
Mississippi	—	1,584	11,459	13,151	14,688	—	—	1,365
New Mexico	38,031	530	87,447	114,871	24	—	210	327
Texas	62,630	37,139	327,818	588,647	167,278	98,289	41,436	12,481
Total	**185,637**	**199,524**	**1,348,502**	**1,622,445**	**302,534**	**100,572**	**200,029**	**150,295**
PAD District 4								
Colorado	252	216	11,199	7,405	40	625	1,442	—
Idaho	839	5,086	3,648	12,296	—	—	—	—
Montana	7,449	25,428	6,855	1,100	39,147	—	—	—
Utah	9,610	9,120	34,944	44,412	11,496	28,411	—	—
Wyoming	1,428	13,946	2,569	1,175	4,904	26,045	2,086	—
Total	**19,579**	**53,796**	**59,215**	**66,389**	**55,586**	**55,081**	**3,527**	**—**
PAD District 5								
Alaska	9	—	—	36,677	—	—	—	—
Arizona	28	2	206	436	—	—	23,352	—
California	21,677	502	39,757	39,760	287,422	210,941	1,910	53,660
Hawaii	376	296	3,130	2,705	7,521	9,886	481,493	479,458
Nevada	433	362	2,256	1,259	435	0	102	—
Oregon	4,729	2,715	33,631	21,034	234	1,116	—	—
Washington	25,140	10,649	89,215	69,519	17,943	3,996	—	319
Total	**52,391**	**14,527**	**168,195**	**171,389**	**313,555**	**225,940**	**506,857**	**533,436**
U.S. Total	**1,418,630**	**1,326,870**	**3,963,753**	**4,011,361**	**1,162,547**	**776,019**	**7,825,363**	**6,183,985**

. . . By End Use

(Add 000 gal.)

N.B.: In 1985, EIA began publishing two sets of product tables, one for sales, the other for deliveries. Both are based on the same raw data. The sales tables reflect the questionnaire totals; the deliveries tables are adjustments to correlate them with other industry data. EIA's original objective was to switch to the sales tables and drop the deliveries tables. However, because of statistical disparities, this switch-over has been delayed indefinitely. The data on these pages are the deliveries tables and are compatible with prior *NPN* Factbook summaries even though the latter were then labelled "sales."

	Railroad		Vessel Bunkering		Military		All Other		Total	
Destination	1984	1985	1984	1985	1984	1985	1984	1985	1984	1985
PAD District 1										
New England States										
Connecticut	—	—	689	5,523	19,226	1,027	2,732	157	1,366,713	983,388
Maine	—	—	698	840	—	—	—	—	217,689	154,834
Massachusetts	—	—	5,462	9,451	676	40,146	4,337	979	943,442	1,261,940
New Hampshire	—	—	—	—	—	—	64	—	63,811	33,760
Rhode Island	—	—	—	—	—	—	—	—	40,245	51,318
Vermont	—	—	—	—	—	—	16	143	13,084	3,710
Central Atlantic States										
Delaware	—	—	15,694	9,433	5,736	—	7,803	192	138,198	56,378
District of Columbia	—	—	—	—	15,725	12,673	—	—	36,004	21,398
Maryland	—	—	74,050	49,647	274	17,998	1,337	427	453,406	275,601
New Jersey	—	2,554	484,947	438,128	9,693	8,234	6,633	128	1,987,108	1,585,676
New York	—	—	73,350	27,760	11,660	12,535	4,328	1,159	2,803,682	2,127,815
Pennsylvania	—	1,143	61,312	84,504	4,494	1,228	460	314	826,869	552,407
Lower Atlantic States										
Florida	—	—	161,700	273,424	87	9,737	415	534	1,367,555	1,365,643
Georgia	—	—	45,707	40,889	—	90	—	758	188,541	372,060
North Carolina	—	—	1,653	3,788	—	217	210	1,190	238,548	190,553
South Carolina	—	—	36,530	23,439	870	1,799	122	90	160,360	95,556
Virginia	—	—	78,574	111,520	24,137	42,033	4,119	4,557	382,569	344,637
West Virginia	—	4	—	—	—	—	—	—	45,103	29,481
Total	**—**	**3,700**	**1,040,365**	**1,078,347**	**92,578**	**147,718**	**32,575**	**10,628**	**11,272,926**	**9,506,154**
PAD District 2										
Illinois	2	48	4,743	6,816	684	336	5,551	271	315,200	205,744
Indiana	—	23	5,656	1,128	709	39	1,119	2,031	120,197	197,914
Iowa	14	—	189	—	—	—	35	1,937	7,573	9,462
Kansas	—	—	—	—	3,636	—	—	88	66,378	4,002
Kentucky	7	—	—	—	515	—	428	—	45,965	32,718
Michigan	—	—	93	1,342	4,421	3,970	336	32	138,185	138,501
Minnesota	—	1,673	3,697	4,660	—	—	2,526	—	62,522	51,456
Missouri	—	—	11	995	998	711	66	133	20,996	38,638
Nebraska	—	—	—	—	—	—	10	1,542	4,070	3,239
North Dakota	17	—	—	—	—	—	489	321	59,211	26,690
Ohio	—	—	1,447	—	—	—	2,602	11,470	157,145	115,060
Oklahoma	—	—	—	—	—	—	—	9	20,107	11,088
South Dakota	—	—	—	—	—	—	289	—	5,285	1,836
Tennessee	—	—	—	—	—	—	50	—	40,697	28,370
Wisconsin	856	—	7,268	5,191	—	—	2,812	—	35,021	19,131
Total	**896**	**1,743**	**23,103**	**20,132**	**10,964**	**5,056**	**16,311**	**17,835**	**1,096,552**	**883,848**
PAD District 3										
Alabama	83	—	62,649	64,084	23,847	4,725	32	—	174,319	158,452
Arkansas	—	—	—	—	—	—	—	—	43,904	106,908
Louisiana	9	—	712,640	707,672	8,943	—	208,588	214,443	2,084,251	1,930,017
Mississippi	—	—	73,607	45,473	—	—	—	—	99,754	61,573
New Mexico	15	—	—	—	—	—	76,819	—	202,546	115,727
Texas	—	—	1,035,511	884,970	37,353	279	390,326	191,448	2,062,351	1,313,252
Total	**107**	**—**	**1,884,407**	**1,702,199**	**70,143**	**5,004**	**675,765**	**405,891**	**4,667,124**	**4,185,930**
PAD District 4										
Colorado	681	680	—	0	—	49	—	—	13,614	8,975
Idaho	—	—	—	—	—	—	9	—	4,495	17,382
Montana	112	—	—	—	—	5	3,090	349	56,653	26,883
Utah	—	—	—	—	12,906	—	771	—	69,727	81,942
Wyoming	—	40	—	—	—	—	4,964	1,481	15,951	42,688
Total	**793**	**720**	**—**	**0**	**12,906**	**54**	**8,833**	**1,831**	**160,440**	**177,870**
PAD District 5										
Alaska	—	—	2,799	947	—	—	—	—	2,808	37,623
Arizona	—	—	—	—	—	—	—	—	23,586	438
California	—	—	2,429,224	2,168,190	20,937	26,487	26,487	15,914	2,827,413	2,515,454
Hawaii	—	—	57,628	74,539	14,559	3,137	7,474	6,536	572,181	576,556
Nevada	—	—	—	—	142	—	9	—	3,377	1,621
Oregon	—	—	166,176	156,147	—	24	747	1,749	205,517	182,785
Washington	—	—	83,429	273,061	—	5,438	707	19	216,434	363,000
Total	**—**	**—**	**2,739,255**	**2,672,884**	**35,639**	**35,085**	**35,424**	**24,217**	**3,851,316**	**3,677,478**
U.S. Total	**1,796**	**6,163**	**5,687,130**	**5,473,562**	**222,230**	**192,918**	**768,908**	**460,402**	**21,050,358**	**18,431,280**

Source: Energy Information Administration, Petroleum Marketing Monthly, July, 1986.

Distillate Deliveries by Annual Uses

(Add 000 bbl.)

Year	Residential	Commercial	Industrial	Farm	Oil Company	Electric Utilities	Diesel	Other	Total
1985 (a)	171,736	107,481	61,730	78,841	20,869	12,246	411,420	99,984	1,046,827
1984 (a)	164,529	116,729	56,113	70,819	21,623	16,405	439,786	139,173	1,041,217
1983 (a)	159,481	112,392	54,030	67,582	21,510	11,744	408,594	131,142	981,926
1982	180,760	75,669	71,340	68,453	29,482	12,134	375,124	164,253	974,864
1981	197,400	78,663	80,216	69,665	29,185	18,192	378,853	180,302	1,032,476
1980	227,261	92,136	86,089	73,615	24,205	31,812	377,136	176,355	1,086,709
1979	270,306	99,723	99,583	84,926	22,043	46,579	392,614	198,600	1,214,374

(a) In 1984, (as it did in 1979), Energy Information Administration revised some of its sampling procedures and adjusted some of the categories to reflect market volumes. Thus the 1984 and 1983 data are estimates and may not be truly comparable to 1982 and the preceding years. Also, see special caveat at the top of the pages that follow.

Residual Deliveries by Annual Uses

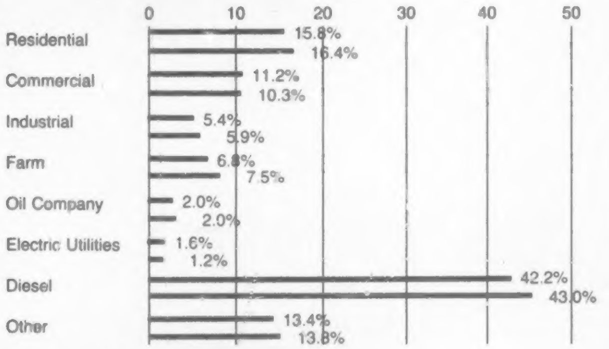
(Add 000 bbl.)

Year	Vessel Bunkering	Electric Utilities	Railroads	Oil Companies	Industrial	Commercial	Military	Other	Total
1985	130,323	147,381	147	18,477	95,509	31,592	4,593	10,962	438,840
1984 (a)	135,408	186,318	43	27,680	94,375	33,777	5,291	18,307	501,199
1983 (a)	136,290	204,238	47	28,604	93,624	35,979	5,411	14,412	518,604
1982	152,586	227,419	170	45,319	122,619	65,781	7,829	4,784	626,510
1981	188,632	325,486	178	51,870	117,024	67,035	7,008	4,795	762,030
1980	213,131	390,105	665	59,519	163,564	98,034	8,066	4,382	937,466
1979	190,543	486,636	245	51,062	198,759	82,729	7,736	16,900	1,034,610

(a) See Footnote (a) in distillate summaries above.

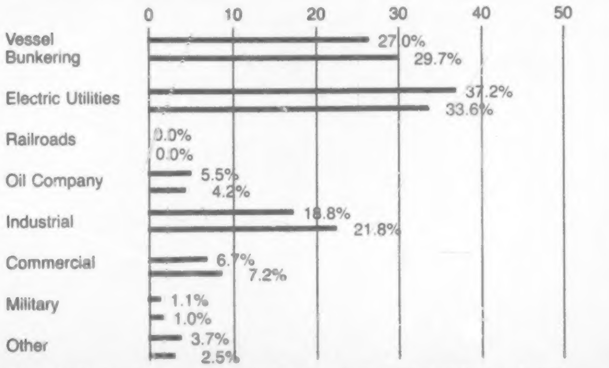
Distillate Deliveries by Use As Percent of Total

1984 = 1,041,217 bbl. 1985 = 1,046,827 bbl.



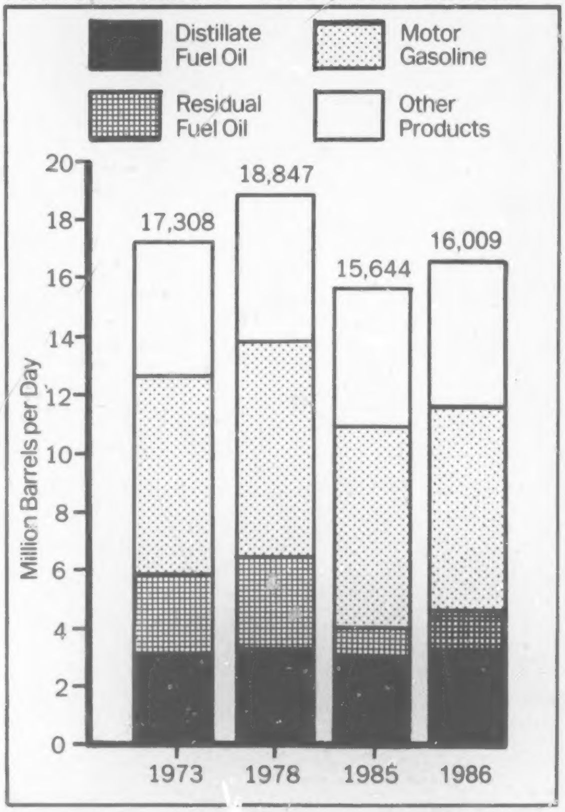
Residual Deliveries by Use As Percent of Total

1984 = 501,199,000 bbl. 1985 = 430,840 bbl.



Source: Deliveries. See caveat at top of following pages of Fuel Oil and Kerosine in 1985. Energy Information Administration, Petroleum Marketing Monthly, July 1986.

Fuel Oil Demand vs. Other Products



N.B.—1978 was peak year of consumption for all products, including distillates and gasoline. Peaks for residual and other products at slightly higher levels came in 1979.

Source: Energy Information Administration data from Monthly Energy Review; Graph by NPN.

How Fuel Oil Marketers Evaluate Issues and Problems

Government Interference

	Critical	Very Important	Important	Not Important
New England	34.3%	28.1%	21.9%	15.7%
Mid-Atlantic	33.2	31.3	19.4	16.1
South	31.3	31.3	25.0	12.4
Midwest	48.0	30.0	12.0	10.0
West	57.9	26.3	—	15.8
All Sectors	**40.9%**	**29.4%**	**15.7%**	**14.0%**

Strong Internal Controls

	Critical	Very Important	Important	Not Important
New England	12.5%	18.8%	25.0%	43.7%
Mid-Atlantic	4.5	19.4	34.3	41.8
South	6.3	31.3	12.5	49.9
Midwest	6.0	22.0	24.0	48.0
West	5.3	21.1	42.1	31.5
All Sectors	**6.9%**	**22.5%**	**27.6%**	**43.0%**

Competition from Utilities

	Critical	Very Important	Important	Not Important
New England	21.9%	21.9%	21.9%	34.3%
Mid-Atlantic	29.9	28.3	14.9	26.9
South	37.5	12.5	25.0	25.0
Midwest	32.0	30.0	22.0	16.0
West	47.4	26.3	5.3	21.0
All Sectors	**33.7%**	**23.8%**	**17.8%**	**24.6%**

Ability to Increase Sales

	Critical	Very Important	Important	Not Important
New England	28.1%	40.6%	21.9%	9.4%
Mid-Atlantic	23.9	43.3	17.9	14.9
South	25.0	50.0	6.3	18.7
Midwest	34.0	36.0	20.0	10.0
West	47.4	26.3	10.5	15.8
All Sectors	**31.7%**	**39.2%**	**15.3%**	**13.8%**

Competition from Majors

	Critical	Very Important	Important	Not Important
New England	18.8%	21.9%	28.1%	31.2%
Mid-Atlantic	13.4	20.9	16.4	49.3
South	12.5	31.3	18.8	37.4
Midwest	14.0	34.0	28.0	24.0
West	36.8	15.8	10.5	36.9
All Sectors	**19.1%**	**24.8%**	**20.4%**	**35.8%**

Hire/Retain Good People

	Critical	Very Important	Important	Not Important
New England	50.0%	34.3%	9.4%	6.3%
Mid-Atlantic	22.4	37.3	17.4	22.4
South	12.5	37.5	12.5	37.5
Midwest	16.0	32.0	24.0	28.0
West	45.5	47.4	5.3	1.8
All Sectors	**29.3%**	**37.7%**	**13.8%**	**19.2%**

Declining Supplier Population

	Critical	Very Important	Important	Not Important
New England	3.1%	28.1%	37.5%	31.3%
Mid-Atlantic	5.9	14.9	33.2	46.0
South	12.5	6.3	12.5	68.7
Midwest	6.0	16.0	36.0	42.0
West	10.5	15.8	15.8	57.9
All Sectors	**7.6%**	**16.2%**	**27.0%**	**49.2%**

Reduction in Company Overhead

	Critical	Very Important	Important	Not Important
New England	15.6%	37.5%	31.3%	15.6%
Mid-Atlantic	17.9	41.8	19.4	20.9
South	18.8	6.3	31.3	43.6
Midwest	28.0	38.0	26.0	8.0
West	31.6	36.8	21.1	10.5
All Sectors	**22.4%**	**32.1%**	**25.8%**	**19.7%**

Source: Fuel Oil News, A Hunter Energy Network Publication, December 1986.

Industry Profiles—1986

Average Size of Business

	No. Residential Fuel Oil Accts	No. C/I Customers	Vol. Distillate	Vol. Residual	Vol. Gasoline	No. Employees
New England	2,364	290	2,487,143 gal.	2,704,000 gal.	2,006,000 gal.	16.5
Mid-Atlantic	1,837	273	3,248,319	1,123,889	3,390,842	18.7
South	1,270	101	2,633,333	N/R	3,818,333	10.3
Midwest	305	100	1,097,790	1,315,000	2,049,769	10.0
West	1,303	360	1,832,441	89,400	2,751,269	11.0
All Sections	**1,416**	**225**	**2,253,805**	**1,308,072**	**2,203,243**	**13.3**

N/R—Not Reported

Petroleum Products Sold (% of Total Volume)

	No. 2	No. 1	No. 4	No. 5 & 6
New England	68.8%	5.7%	0.3%	0.6%
Mid-Atlantic	54.7	7.2	0.7	2.1
South	38.0	8.8	*	*
Midwest	21.9	6.0	*	0.7
West	46.7	3.6	*	0.3
All Sections	**46.0%**	**6.3%**	**0.2%**	**0.7%**

	No. 2 for Diesel	Gasoline	LPG/LNG	Other
New England	8.1%	8.9%	2.6%	*
Mid-Atlantic	9.0	25.2	*	*
South	12.5	40.0	*	0.8
Midwest	6.0	51.2	1.1	1.0
West	26.5	35.5	1.3	0.7
All Sections	**12.4%**	**32.2%**	**1.0%**	**0.5%**

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*Less than .1%

Percent of Dealers Selling, Installing and Servicing Equipment

			Residential		
	Oil Burners	Gas Burners	Domestic Hot Water	Boilers	Hydronic Systems
New England	100%	9.1%	90.9%	81.8%	59.1%
Mid-Atlantic	100	41.2	76.5	58.8	29.4
South	I.D.	I.D.	I.D.	I.D.	I.D.
Midwest	100	I.D.	66.7	I.D.	I.D.
West	100	93.3	60.0	73.3	33.3
All Sections	**100%**	**47.9%**	**73.5%**	**71.3%**	**40.6%**

			Commercial/Industrial		
	Oil Burners	Gas Burners	Domestic Hot Water	Boilers	Hydronic Systems
New England	63.6%	9.1%	54.5%	54.5%	36.4%
Mid-Atlantic	58.8	5.9	29.4	35.3	17.6
South	I.D.	I.D.	I.D.	I.D.	I.D.
Midwest	I.D.	I.D.	I.D.	I.D.	I.D.
West	73.3	33.3	46.7	33.3	26.7
All Sections	**65.2%**	**16.1%**	**43.5%**	**41.0%**	**26.9%**

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*Less than .1%
I.D.—Insufficient Data

The Service Department—A Bird's Eye View

	Have Service Depts.	Average No. Calls per Year	Value of Parts/Inventory	Service Dept. Profitable	No. of Technicians	No. of Service Vans
New England	72.4%	2,454	$28,333	61.9%	4.9	4.8
Mid-Atlantic	53.1	2,208	23,111	35.3	5.4	6.5
South	16.7	600	3,000	100	1.0	1.0
Midwest	11.1	134	I.D.	33.3	1.4	1.0
West	42.5	5,111	20,375	52.9	3.9	3.6
All Sections	**39.2%**	**2,101**	**$18,704**	**56.7%**	**3.3**	**3.4**

I.D.—Insufficient Data.

Annual Sales by Type of Customer

(% of total customers served)

	Homes	Apts.	Educ.	Hospitals	Commercial	Industrial
New England	81.1%	5.4%	1.7%	0.4%	8.9%	7.5%
Mid-Atlantic	77.7	6.0	2.2	0.6	10.7	3.9
South	84.8	1.3	1.3	0.3	10.0	2.5
Midwest	68.1	4.6	2.1	1.4	12.9	23.8
West	76.5	3.0	0.8	1.0	12.4	4.7
All Sections	**77.6%**	**4.1%**	**1.6%**	**0.7%**	**11.0%**	**8.5%**

Electronic Data Applications

(Percent using for listed items)

	New England	Mid-Atlantic	South	Midwest	West	All Sections
Accounts receivable/billing	100.0%	90.5%	50.0%	95.5%	91.3%	85.5%
General ledger	63.6	57.1	50.0	72.7	73.9	63.4
Accounts payable	50.0	38.1	75.0	72.7	73.9	61.9
Payroll	27.3	38.1	50.0	63.6	47.8	45.4
Inventory reconciliation	54.5	33.3	25.0	59.1	47.8	43.9
Scheduling of deliveries	59.1	47.6	*	9.1	30.4	29.2
Excise tax reporting	13.6	23.8	25.0	27.3	52.2	28.4
Fixed asset management	22.7	23.8	*	36.4	56.5	27.9
Word processing	40.9	33.3	*	18.2	26.1	23.7
Tracking supplier costs	4.5	19.0	25.0	22.7	8.7	16.0
Pricing analysis	9.1	9.5	*	22.7	13.0	10.9
Oil price info. service/petro scan	4.5	14.5	*	4.5	8.7	6.4
Communications with stations	*	4.8	*	9.1	4.3	3.6

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*Less than .1%

Trucks per Marketer

	Average No. Del. Trucks	Average No. Trailers	Average Size		Optimum Size Preferred
			Largest	Smallest	
New England	4.7	1.9	3,185	1,996	2,956
Mid-Atlantic	7.5	2.5	2,964	2,200	2,704
South	4.7	1.5	2,810	1,475	2,075
Midwest	2.9	0.7	2,841	1,755	2,253
West	4.1	0.5	2,603	1,792	2,700
All Sections	**4.8**	**1.4**	**2,880**	**1,844**	**2,538**

Truck Tanks by Type

	Use			Prefer	
	Steel	Alum.	Both	Steel	Alum.
New England	40.7%	11.1%	44.4%	18.5%	59.3%
Mid-Atlantic	27.6	10.3	55.2	10.3	56.3
South	33.3	*	66.7	*	83.3
Midwest	76.5	11.8	8.8	47.1	35.3
West	25.6	5.1	61.5	20.5	59.0
All Sections	**40.7%**	**7.7%**	**47.3%**	**19.3%**	**58.6%**

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*Less than .1%

Engines by Type

	Use			Prefer	
	Diesel	Gas	Both	Diesel	Gas
New England	29.6%	11.1%	59.3%	74.1%	11.1%
Mid-Atlantic	28.1	18.8	53.1	71.9	12.5
South	*	*	100	66.7	16.7
Midwest	5.1	58.8	35.3	38.2	50.0
West	10.3	35.9	53.8	46.2	25.6
All Sections	**14.8%**	**24.9%**	**60.3%**	**59.4%**	**23.2%**

Source: Fuel Oil News, a Hunter Energy-Network Publication.

Average Drop (Gal.)

	275 Gal. Tanks
New England	168.9
Mid-Atlantic	171.0
South	175.3
Midwest	186.0
West	179.4
All Sections	**176.1**

	550 Gal. Tanks
New England	369.0
Mid-Atlantic	354.3
South	333.4
Midwest	399.6
West	387.5
All Sections	**368.8**

% Selling, Installing and Servicing Equipment

New England	75.9%
Mid-Atlantic	62.5
South	16.7
Midwest	11.4
West	35.0
All Sections	**40.3%**

By Types of Equipment

Residential

	Furnaces	Warm Air Systems
New England	95.5%	81.8%
Mid-Atlantic	82.4	76.5
South	I.D.	I.D.
Midwest	66.7	I.D.
West	93.3	60.0
All Sections	**84.5%**	**72.8%**

	Central A/C	Heat Pump
New England	18.2%	9.1%
Mid-Atlantic	41.2	11.8
South	I.D.	I.D.
Midwest	I.D.	I.D.
West	40.0	33.3
All Sections	**33.1%**	**18.1%**

	Continuous Air Circulation
New England	*
Mid-Atlantic	5.9
South	I.D.
Midwest	5.8
West	13.3
All Sections	**6.3%**

Commercial

	Furnaces	Warm Air Systems
New England	59.1%	40.9%
Mid-Atlantic	35.3	29.4
South	I.D.	I.D.
Midwest	66.7	I.D.
West	66.7	46.7
All Sections	**57.0%**	**39.0%**

	Central A/C	Heat Pump
New England	9.1%	4.5%
Mid-Atlantic	35.3	5.9
South	I.D.	I.D.
Midwest	I.D.	33.3
West	26.7	20.0
All Sections	**23.7%**	**15.9%**

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*Less than .1%
I.D.—Insufficient Data.

World Oil Production by Area

(Add 000 bbl.)

Year	United States	Canada	Latin American	Western Europe	Middle East	Africa	Asia-Pacific	Total Free World	Communist Nations	Total World
1985	3,274,553	531,805	2,284,900	1,369,480	3,761,235	1,722,075	1,142,450	14,136,588	5,352,360	19,488,948
1984	3,249,696	516,426	2,315,682	1,331,874	4,128,114	1,713,978	1,164,978	14,420,748	5,332,620	19,753,368
1983	3,170,999	494,940	2,205,505	1,236,630	4,215,750	1,609,650	1,024,555	13,956,019	5,241,400	19,197,419
1982	3,156,715	452,965	2,255,355	1,085,145	4,581,480	1,622,790	961,410	14,116,160	5,278,995	19,395,155
1981	3,128,624	469,025	2,179,415	955,570	5,749,480	1,672,065	1,027,110	15,181,445	5,192,125	20,376,699
1980	3,146,365	521,184	2,036,058	893,406	6,735,498	2,226,378	1,000,278	16,559,304	5,206,350	21,760,880
1979	3,121,310	546,040	1,919,535	828,550	7,868,670	2,423,600	1,051,200	17,752,140	5,118,030	22,876,935
1978	3,175,927	483.260	1,736,427	643,149	7,884,927	2,233,791	1,037,520	17,195,001	4,963,250	22,158,251
1977	3,009,265	482,021	1,647,362	489,328	8,186,851	2,276,007	1,017,244	17,108,078	4,792,617	21,900,695

Source: American Petroleum Institute Data Book, January 1987.

World Crude Oil Reserves by Area

(Add 000 bbl.)

Year (a)	United States	Canada	Latin America	Middle East	Africa	Asia-Pacific	Western Europe	Total Free World	Communist Nations	Total World
1986	28,416,000	6,500,000	84,242,400	398,075,710	56,734,050	18,855,800	26,412,600	619,196,500	81,370,000	709,566,560
1985	28,446,000	7,075,000	83,315,700	398,380,750	55,540,550	18,529,900	24,425,500	615,713,400	84,100,000	699,813,400
1984	27,735,000	6,730,000	81,675,900	370,100,800	56,970,000	18,969,400	23,019,940	585,137,600	84,600,000	669,737,600
1983	29,785,000	7,020,000	74,482,066	369,285,893	57,821,690	19,756,077	22,923,680	583,147,406	85,115,000	668,262,406
1982	29,426,000	7,300,000	84,982,270	362,839,950	56,171,630	19,150,800	24,634,500	584,505,150	85,845,000	670,350,150
1981	29,805,000	6,400,000	69,489,837	362,071,000	55,148,375	19,630,500	23,085,000	565,629,712	86,300,000	651,929,712
1980	27,051,289	6,800,000	56,472,500	361,947,300	57,072,100	19,355,200	23,476,400	522,174,789	90,000,000	642,174,789
1979	27,803,760	6,860,000	41,246,500	369,996,000	57,892,125	20,007,200	23,966,000	547,771,585	94,000,000	641,771,585
1978	29,486,402	5,970,872	40,370,000	366,166,000	59,200,150	19,749,270	26,862,500	547,805,194	98,000,000	645,805,194

(a) As of Jan. 1 of each year.
Source: American Petroleum Institute Data Book, January 1987.

World Crude Oil Refining Capacity by Area

(barrels per day)

Year	United States	Other Western Hemisphere	Total Western Hemisphere	Middle East	Africa	Asia-Pacific	Europe	Total Free World	Sino Soviet Bloc	Total World
1986	15,458,946	8,613,690	24,072,639	4,274,255	2,520,403	10,111,652	14,071,507	55,050,453	17,500,000	72,550,453
1985	15,658,769	9,457,706	24,857,706	4,052,673	2,447,156	10,393,562	15,654,622	57,664,488	17,500,000	75,164,488
1984	16,137,141	9,590,962	25,520,962	3,901,082	1,879,990	10,473,079	16,231,932	58,114,186	17,200,000	75,314,186
1983	16,859,337	9,873,816	26,773,153	3,685,333	1,822,105	10,902,204	17,124,989	60,327,784	16,873,000	77,200,784
1982	17,889,734	10,720,055	28,609,789	3,312,152	1,761,870	10,966,825	19,444,519	64,095,155	16,533,000	80,628,155
1981	18,620,520	10,716,881	29,337,401	3,729,646	1,697,658	10,554,691	20,205,799	65,524,895	16,036,500	81,561,395
1980	17,988,121	10,683,671	28,671,792	3,518,080	1,666,108	10,386,375	20,243,747	64,486,102	15,346,000	79,832,102
1979	17,440,885	10,273,030	27,713,915	3,546,029	1,667,608	10,284,966	20,328,614	63,541,132	14,748,000	78,289,132
1978	17,047,724	10,592,020	27,352,020	3,506,484	1,467,157	10,176,819	20,728,204	63,352,984	13,938,000	77,290,984

Source: America Petroleum institute Data Book, January 1987.

World Natural Gas Production by Area

(Add 000,000 cubic feet)

Year	United States	Canada	Latin America	Middle East	Africa	Asia-Pacific	Western Europe	Total Free World	Communist Nations	Total World
1985	—	—	—	—	—	—	—	—	—	—
1984	18,299,638	2,651,800	3,451,800	1,533,400	1,629,100	2,530,700	6,795,400	36,821,838	23,272,100	60,093,938
1983	16,822,144	2,414,100	3,340,500	1,633,000	1,143,800	2,187,700	6,383,400	33,924,644	21,383,000	55,307,644
1982	18,519,675	2,546,100	3,091,500	1,799,700	1,168,900	2,176,600	6,142,100	35,424,575	20,258,000	55,682,575
1981	19,955,823	2,623,000	3,227,000	1,542,000	1,947,000	2,765,000	6,906,000	39,187,701	19,210,000	58,397,701
1980	20,179,724	2,668,300	3,297,500	1,221,300	884,700	2,558,400	6,668,700	37,677,687	21,069,900	58,747,587
1979	20,471,260	3,646,500	2,610,000	1,624,700	1,027,900	1,827,900	6,866,800	38,075,060	19,591,400	57,666,460
1978	19,974,033	3,128,056	2,012,912	1,579,478	1,117,416	1,469,154	6,649.855	35,930,904	15,818,398	51,749,302
1977	20,025,463	3,230,672	1,865,734	1,506,982	919,464	1,329,016	6,502,502	35,379,833	14,720,257	50,100,090

Source: American Petroleum Institute Data Book, January 1987.

Crude Oil Reserves in 20 Leading Nations

	Reserves (Add 000 bbl.)		% of Free World Reserves		% of Total World Reserves	
Nation	**1986**	**1985**	**1986**	**1985**	**1986**	**1985**
Saudi Arabia (a)	168,800,000	169,000,000	27.3%	27.4%	24.1%	24.1%
Kuwait (a)	89,774,000	90,000,000	14.2	14.6	12.5	12.9
U.S.S.R.	61,000,000	63,000,000	—	—	8.7	9.0
Mexico	49,300,000	48,600,000	9.9	7.9	7.0	6.9
Iran	47,876,000	48,500,000	7.7	7.9	6.8	6.9
Iraq	44,110,000	44,500,000	7.1	7.2	6.3	6.4
Abu Dhabi	31,000,000	30,500,000	5.0	5.0	4.4	4.4
United States	28,416,000	28,446,000	4.6	4.6	4.1	4.1
Venezuela	25,591,000	25,845,000	4.1	4.2	3.7	3.4
Libya	21,300,000	21,100,000	3.4	3.4	3.0	3.0
China	18,420,000	19,100,000	3.0	3.4	2.6	2.7
Nigeria	16,600,000	16,650,000	2.7	2.7	2.3	2.4
United Kingdom	13,000,000	13,590,000	2.1	2.2	1.9	1.9
Norway	10,900,000	8,300,000	1.8	1.5	1.6	1.3
Algeria	8,820,000	9,000,000	1.4	1.4	1.3	1.2
Indonesia	8,850,000	8,650,000	1.4	1.3	1.3	1.2
Canada	6,500,000	7,075,000	1.0	1.1	0.9	1.0
Oman	4,000,000	3,500,000	0.6	0.6	0.6	0.5
Egypt	3,850,000	3,500,000	0.6	0.6	0.6	0.5
India	3,736,000	3,736,000	0.6	0.6	0.5	0.5
Total Free World	**619,196,560**	**615,713,400**				
Total World	**700,566,560**	**699,813,400**				

(a) Saudi Arabia and Kuwait share the production of the Neutral Zone, which had reserves of 5,380,000 bbl. in 1986 and 5,420,000 bbl. in 1985. These data are not included in the above figures.

Source: American Petroleum Institute, Basic Data Book, Vol. 7, No. 1, January 1987; percentage relationships by *NPN*.

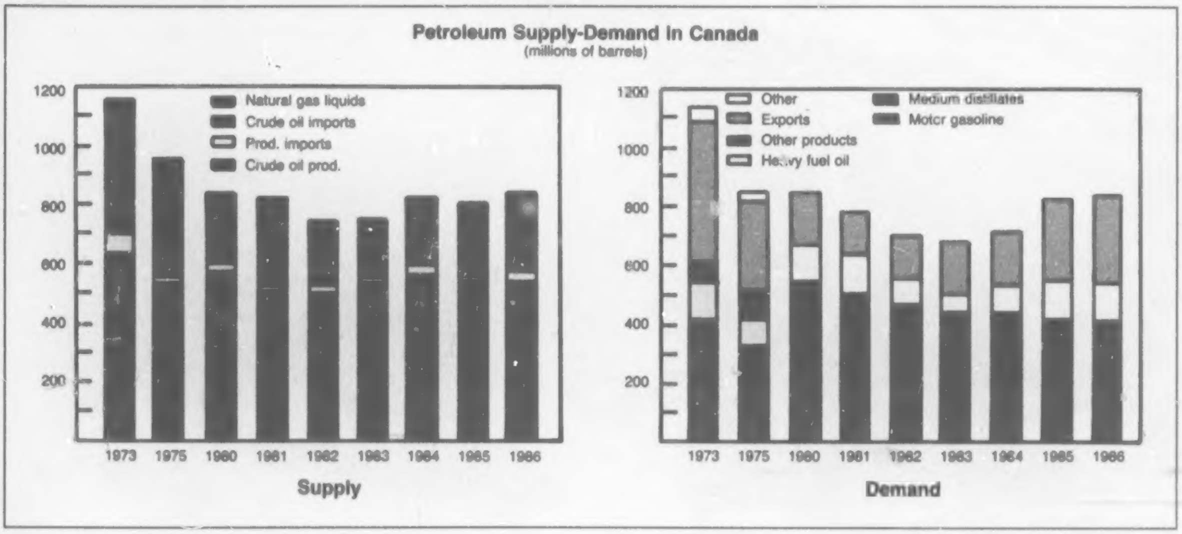
Crude Production in 20 Leading Nations

	Production (Add 000 bbl. and b/d)				% of Free World Production		% of Total World Production	
	1985		1984					
Nation	**Total**	**b/d**	**Total**	**b/d**	**1985**	**1984**	**1985**	**1984**
U.S.S.R.	4,288,385	11,749	4,344,420	11,903	—	—	22.0%	22.0%
United States (a)	3,274,553	8,971	3,294,696	8,903	23.2%	22.5%	16.8	16.5
Saudi Arabia (b)	1,200,850	3,290	1,626,504	4,456	8.5	11.3	6.2	8.2
Mexico	997,545	2,733	1,005,036	2,754	6.9	7.0	5.1	5.1
United Kingdom	924,545	2,533	927,810	2,542	6.5	6.4	4.7	4.7
China	911,040	2,496	834,480	2,286	6.4	5.8	4.7	4.2
Iran	824,170	2,258	800,442	2,193	5.8	5.6	4.2	4.1
Venezuela	591,665	1,621	663,558	1,818	4.2	4.6	3.0	3.3
Nigeria	534,360	1,464	509,838	1,397	3.8	3.5	2.7	2.6
Canada	531,805	1,457	516,426	1,415	3.8	3.6	2.7	2.6
Iraq	524,505	1,437	420,298	1,206	3.7	3.1	2.7	2.2
Indonesia	450,775	1,235	536,556	1,470	3.2	3.7	2.3	2.7
United Arab Emirates	418,290	1,146	401,502	1,100	3.0	2.8	2.1	2.0
Libya	390,185	1,069	392,718	1,076	2.8	2.7	2.0	2.0
Egypt	319,010	874	302,682	829	2.3	2.1	1.6	1.5
Kuwait (b)	314,630	862	333,792	914	2.2	2.3	1.6	1.7
Norway	286,525	785	256,200	702	2.0	1.8	1.5	1.3
Algeria	235,425	645	233,508	640	1.7	1.6	1.2	1.2
India	224,475	615	173,248	475	1.6	1.2	1.2	0.9
Brazil	211,700	580	(c)	(c)	1.5	(c)	1.0	(c)
Total Free World	**14,136,588**	**38,730**	**14,420,748**	**39,509**	—	—	—	—
Total World	**19,488,948**	**53,394**	**19,753,358**	**54,119**	—	—	—	—

(a) Includes lease condensate; (b) Excludes Neutral Zone production; (c) Not listed in top 20 in 1984.

Source: American Petroleum Institute Data Book, Vol. 7, No. 1, January 1987.

Canadian Imports Increase


Petroleum Supply-Demand in Canada
(millions of barrels)

While consumption (demand) for Canadian petroleum products were relatively stable in the 1985-86 time frame, crude oil and product imports showed pronounced increases in the same period, according to Statistics Canada.

The latest Canadian data shows an increase of about 25% in crude oil imports from 1985 to 1986 and a corresponding rise of about 20% in product imports. The combined increase in the import total for those two categories amounted to about 40 million barrels.

Demand for gasoline, heavy fuel oil and other products were down slightly in the 1985-86 period. Consumption of middle distillates was up a shade, while exports of petroleum products increased by almost 10%. Despite the substantial rise in petroleum imports, Canadian exports exceeded that total by 121 million barrels.

Refined Product Sales in 1986

(Cubic Meters*)

	Aviation Gas	Motor Gas	Aviation Turbine	Kerosine	Diesel	Light Fuel	Heavy Fuel	Lubes & Greases
Newfoundland	4,610	541,817	243,456	40,848	435,170	271,635	574,971	11,512
Prince Edward Island	2,303	167,295	5,996	14,166	48,454	129,528	9,672	2,142
Nova Scotia	1,734	1,100,774	177,639	65,143	588,158	809,210	613,494	19,109
New Brunswick	2,751	897,165	32,640	33,163	386,325	437,402	1,169,814	20,835
Quebec	23,135	6,826,602	848,690	167,944	2,513,335	2,422,694	1,876,948	137,680
Ontario	44,126	12,004,101	1,422,637	130,058	3,954,760	2,220,434	1,162,720	489,401
Manitoba	18,698	1,447,511	179,829	49,054	830,242	58,533	72,991	31,956
Saskatchewan	10,016	1,867,374	80,246	85,192	1,154,289	93,714	33,001	104,099
Alberta	17,863	4,324,618	695,977	32,372	2,699,947	80,631	38,253	108,203
British Columbia	31,554	3,600,109	605,777	82,027	2,115,920	366,851	748,659	92,925
Yukon	2,848	53,026	3,629	11,347	53,444	27,513	0	1,113
Northwest Territories	7,722	44,814	71,353	58,805	168,942	59,465	22,039	2,196
Total 1986	**167,360**	**32,875,206**	**4,367,869**	**770,119**	**14,948,985**	**6,977,610**	**6,322,562**	**966,040**
Total revised 1985	**176,462**	**32,730,527**	**4,299,790**	**858,403**	**15,142,642**	**7,372,304**	**5,868,091**	**922,744**

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*Note: (cubic meters) × 6.2886 = barrels; also 1 barrel equals 42 U.S. gal.
Source: Statistics Canada

Canadian Oil Companies:

			BRANDED SERVICE STATIONS							
Company	Total branded retail outlets	Number of Provinces where marketed	Supplied directly	Supplied through jobbers & commission agents	Lessee/Dealer operated	Salary operated	Commission operated	Full-serve only	Self-serve only
C Corp. inc.	221	2	221	0	37	7	177	91	128
Chevron Canada Ltd.	298	1	—	—	223	0	75	208	75
Esso Petroleum Canada	3,050	12	2,000	1,050	2,650	100	300	2,345	700
Fas Gas Oil Ltd.	71	2	71	0	0	0	71	60	11
Federated Co-operatives Ltd.	327	4	400	0	0	390	10	60	300
Husky Oil Marketing Co.	291	6	—	—	291	0	0	206	85
Irving Oil, Ltd. (E)	—	—	—	—	—	—	—	—	—
Mohawk Oil Co. Ltd.	313	5	253	60	186	83	44	204	84
Petro-Canada Products	3,880	12	—	—	3,143	174	399	2,857	1,029
Shell Canada Ltd. (F)	3,472	10	2,430	1,042	2,854	169	449	2,742	685
Sunoco Inc.	655	3	655	0	580	41	32	560	95
Sunys Petroleum Inc.	265	2	255	10	114	6	145	226	39
Texaco Canada	2,133	10	2,133	0	—	0	—	1,543	590
Turbo Resources Ltd.	250	5	229	21	76	0	174	240	10
Ultramar Canada Inc.	1,406	6	—	—	1,365	41	—	1,196	181

(E) Did not respond.

(F) Did not respond—figures are from *NPN 1986 Factbook.*

Brand Names of Gasoline and Motor Oils

C Corp. Inc.

Gasoline	Motor Oil
Shell (r)	Top Value
Top Value (r)	Castrol
Texaco (r)	Shell
Esso (r)	Suncor
Ultramar (p)	Ultramar
Suncor (p)	Petro-Canada
Petro-Canada (p)	Texaco
	Esso

Chevron Canada Ltd.

Gasoline	Motor Oil
Chevron (r,ur)	Chevron
Chevron Supreme (up)	

Esso Petroleum Canada

Gasoline	Motor Oil
Esso (r)	HD
Esso 2000 (ur)	HDX
Esso Extra Unleaded (up)	Protec Extra
	Protec Ultra

Fas Gas Oil Ltd.

Gasoline	Motor Oil
Fas Gas (r,ur,up)	Hi-Performance 5000
Bi-Lo (r,ur,up)	Hi-Performance 6000
Gasex (r,ur,up)	

Federated Co-operatives Ltd.

Gasoline	Motor Oil
Sonic (r,ur,p)	HD7
Tempo (r,ur,p)	DMO
	Sonic Silver
	Sonic Gold

Husky Oil Marketing Co.

Gasoline	Motor Oil
Husky (r,ur,up)	Husky Heavy Duty
	Husky Heavy Duty Special
	Husky Stratolube
	Husky Stratoplus
	Husky Superlube
	Husky Super Duty

Mohawk Oil Co. Ltd.

Gasoline	Motor Oil
Mohawk (r,ur,up)	Mohawk 10W30
Speedway (r,ur,up)	Mohawk Multigrade
Payless (r,ur,up)	Mohawk Premium
	Mohawk Heavy Duty Plus
	Duckhams
	Canadian Pride

Petro-Canada Products Inc.

Gasoline	Motor Oil
Leaded Regular Plus	Multi Motor Oil/Premium Turbo Tested M.O.
Unleaded Plus	Super Plus 15W40
The New 1 Super Unleaded	

Shell Canada Ltd.

Gasoline	Motor Oil
Shell (r,ur,up)	Shell X100
	Shell TLO

Sunoco, Inc.

Gasoline	Motor Oil
Sunoco Regular (r)	Dynalube
Sunoco ½&½ Leaded (r,up)	Sunfleet
	Special
Sunoco Premium Leaded (r,up)	CAM2
Sunoco Regular Unleaded (ur)	
Sunoco ½&½ Unleaded (ur,up)	
Sunoco Premium Unleaded (up)	
Pronto (r,ur,up)	

Sunys Petroleum Inc.

Gasoline	Motor Oil
Sunys (r,ur,p)	Drive N Save
Sipco (r,ur,p)	
Econobec (r,ur,p)	
Cansave (r,ur,p)	

Texaco Canada Ltd.

Gasoline	Motor Oil
Texaco (r,ur,up)	Havoline Supreme
	Havoline
	URSA Super Plus Multigrade
	URSA Super Plus Single-grade

Turbo Resources Ltd.

Gasoline	Motor Oil
Regular Purple	Flo-Rite
Diesel Fuel Clear	Turbo
Diesel Fuel Purple	Red Ram

Ultramar Canada Inc.

Gasoline	Motor Oil
Regular Leaded	Ultralube
Regular Unleaded	Ultralube Super
Unleaded Premium	Ultralube Super Plus

KEY

Gasoline:

(r) Regular
(p) Premium
(ur) Unleaded
(up) Unleaded Premium

Motor Oils: Brand names are listed lowest-price grade first.

How Distribution is Organized

	BRANDED JOBBERS/COMMISSION AGENTS				BULK PLANTS				TERMINALS			
		SELLING ...				COMPANY OPERATED ...				COMPANY OPERATED ...		
Full-serve/ Self-serve	Total	Gasoline only	Fuel Oil only	Gasoline and Fuel Oil	Total	Salary operated	Commission operated	Jobber operated	Total	Salary operated	Commission operated	Jobber operated
2	—	—	—	—	—	—	—	—	—	—	—	—
15	45	0	0	45	45	0	45	0	3	3	0	0
5	550	0	0	550	600	0	600	0	0	0	0	0
0	0	—	—	—	0	—	—	0	0	—	—	0
40	9	2	0	7	300	300	0	—	—	—	—	—
0	25	0	0	25	25	—	—	25	0	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—
25	44	44	0	0	0	—	—	—	0	—	—	—
30	506	—	—	506	272	36	236	201	21	21	—	—
45	398	0	0	398	211	0	211	190	31	31	0	0
0	32	32	0	0	—	—	—	—	8	8	0	0
0	2	0	0	2	—	—	—	—	—	—	—	—
0	—	—	—	—	—	—	—	—	—	—	—	—
0	20	0	0	20	18	0	18	4	0	0	0	0
29	72	0	4	68	119	62	57	—	31	18	13	—

Branded Retail Outlets in Canada

Company	Total branded retail outlets	Number of Provinces	Newfoundland	Nova Scotia	New Brunswick	Quebec	Ontario	Prince Edward Island	Manitoba	Saskatchewan	Alberta	British Columbia	Northwest Territories	Yukon
C Corp. inc.	221	2	—	—	—	127	94	—	—	—	—	—	—	—
Chevron Canada Ltd.	298	1	—	—	—	—	—	—	—	—	—	298	—	—
Esso Petroleum Canada	3,050	12	(A)	(A)	(A)	528	774	(A)	(B)	(B)	(B)	(C)	(B)	(C)
Fas Gas Oil Ltd.	71	2	—	—	—	—	—	—	—	5	66	—	—	—
Federated Co-operatives Ltd.	327	4	—	—	—	—	—	—	64	198	37	28	—	—
Husky Oil Marketing Co.	291	6	—	—	—	—	43	—	23	33	105	81	—	6
Irving Oil, Ltd. (E)	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Mohawk Oil Co. Ltd.	313	5	—	—	—	—	3	—	28	37	155	90	—	—
Petro-Canada Products	3,880	12	22	224	93	966	1,324	13	261	328	466	462	(D)	(D)
Shell Canada Ltd. (F)	3,472	10	1	114	111	849	1,205	28	306	220	295	343	—	—
Sunoco Inc.	655	3	—	—	—	170	483	—	—	—	2	—	—	—
Sunys Petroleum Inc.	265	2	—	—	—	40	225	—	—	—	—	—	—	—
Texaco Canada	2,133	10	34	108	108	542	733	25	115	124	202	142	—	—
Turbo Resources Ltd.	250	5	—	—	—	—	1	—	13	62	138	34	2	—
Ultramar Canada Inc.	1,406	6	250	70	31	873	167	15	—	—	—	—	—	—

(A) A total of 576 branded retail outlets are in Newfoundland, Nova Scotia, New Brunswick and Prince Edward Island.
(B) A total of 798 branded retail outlets are in Manitoba, Saskatchewan, Alberta and Northwest Territories.
(C) A total of 374 branded retail outlets are in British Columbia and Yukon.
(D) A total of 21 branded retail outlets are in Yukon and Northwest Territories.
(E) Did not respond.
(F) Did not respond—figures are from *NPN 1986 Factbook*.

Gasoline Shares by Key Categories—1986

Two years ago, a new study on the Canadian retail gasoline market in 1984 was published by MPSI Americas, Inc., Tulsa, Okla., a company specializing in international computer software and information services along with market research and planning. Now, MPSI has released its latest study, covering the year 1986.

Figures for both 1986 and 1985 are shown in the table below to provide an overview of trends within the various gasoline marketing segments.

The study presents, on both a national and regional basis, market shares and percentages of outlets for conventional service stations, big gasoline pumpers, convenience stores that sell gasoline, plus a general category of "others" including car washes, garages and other facilities where gasoline is secondary.

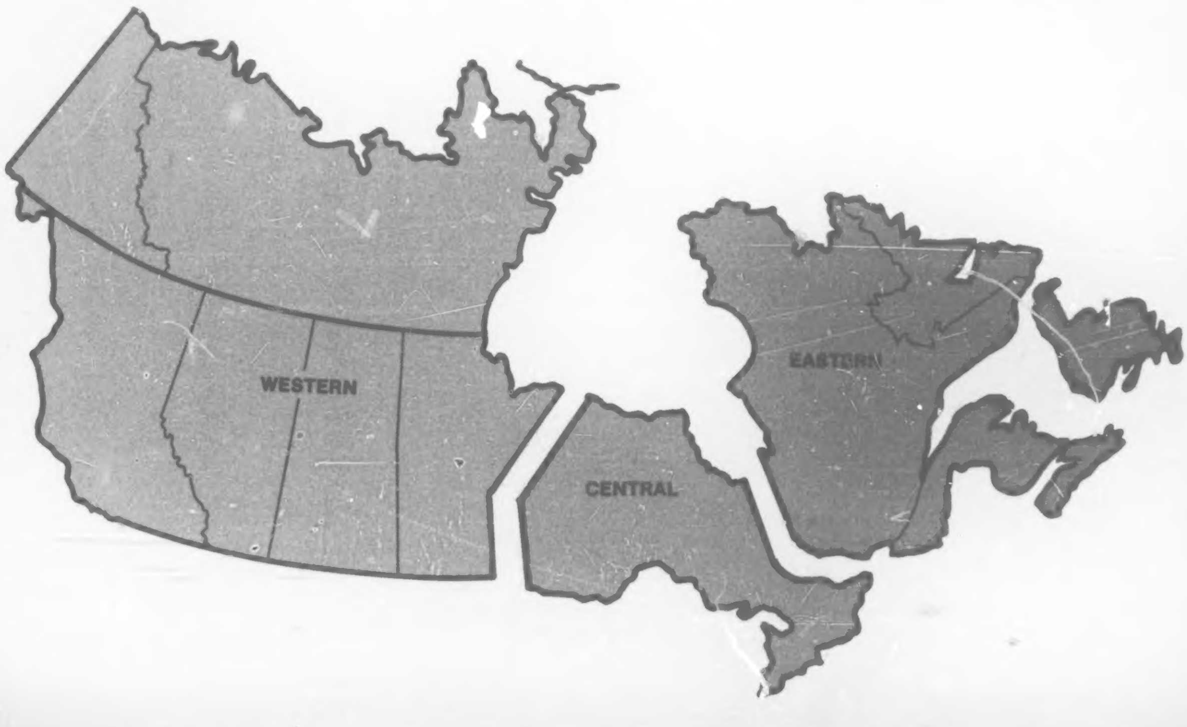
This study is concentrated primarily in the metropolitan areas of Canada, where most gasoline is marketed. It makes no attempt to count rural and highway vendors which, while important to the industry, do not add significantly to the overall consumption data in that country.

The study portrays an interesting contrast between the Canadian and U.S. retail markets (See the companion study of the U.S. market on p127). While the U.S. market has seen an extraordinary growth in C-store/gasoline type retail facilities, such outlets are only causing a ripple, in terms of numbers and market share, in Canada. Conventional-type stations still do most of the gasoline business in the Canadian market.

Regional and National Market Shares

	Service Stations		Pumpers		Convenience Food Stores		Others		Total	
	1986	1985	1986	1985	1986	1985	1986	1985	1986	1985
Eastern Region										
• % of Outlets	53.8	53.1	24.5	24.4	6.4	6.2	15.4	16.3	100.0	100.0
• % of Volume	48.4	48.5	39.2	37.8	5.5	5.1	6.9	8.6	100.0	100.0
• Avg. Monthly Volume (Liters)	121,711	130,709	216,222	222,129	116,007	117,460	60,903	75,329	135,101	143,073
Central Region										
• % of Outlets	55.5	56.7	29.9	28.0	1.7	0.9	12.9	12.4	100.0	100.0
• % of Volume	51.1	53.6	41.8	41.0	1.2	0.8	5.9	4.6	100.0	100.0
• Avg. Monthly Volume (Liters)	182,389	193,198	277,598	311,129	139,750	193,000	90,169	79,630	198,173	211,899
Western Region										
• % of Outlets	44.5	46.9	36.8	35.8	4.6	3.8	14.1	13.5	100.0	100.0
• % of Volume	41.8	48.4	50.4	44.3	2.4	2.4	5.4	4.9	100.0	100.0
• Avg. Monthly Volume (Liters)	210,070	201,469	306,919	241,321	117,932	125,754	86,458	69,548	224,069	195,033
Total Canada										
• % of Outlets	52.1	53.2	29.7	28.6	4.1	3.8	14.1	14.4	100.0	100.0
• % of Volume	47.4	50.5	43.8	41.1	2.7	2.7	6.1	5.7	100.0	100.0
• Avg. Monthly Volume (Liters)	165,735	169,324	268,563	255,781	120,240	124,963	77,628	70,604	181,933	178,123

Source: MPSI Americas, Inc., Tulsa, Oklahoma.



Canadian Statistics

Motor Vehicle Registrations 1985

	Passenger Cars	Trucks	Buses	Motorcycles	Other	Total Vehicles	Trailers	Off-road		Licensed gasoline outlets
								Snowmobiles	Other	
Newfoundland	168,416	72,175	1,002	10,156	5,944	257,693	29,771	59,574	3,099	..
Prince Edward Island	54,533	18,823	417	2,141	212	76,126	1,310	40	590	..
Nova Scotia	366,172	142,279	1,518	18,775	323	529,267	42,857	5,905	6,884	1,067
New Brunswick	278,106	114,265	..	11,836	12,598	416,805	57,863	..	..	1,494
Quebec	2,483,413	300,570	12,801	105,478	71,837	2,974,099	550,463	73,605	226,021	..
Ontario	4,093,730	904,111	24,999	149,441	7,637	5,179,918	866,327	209,290	43,545	..
Manitoba	512,733	208,036	163	18,481	75	739,488	90,083	21,457	324	..
Saskatchewan	387,260	296,785	4,460	8,148	507	697,160	110,057	10,527	..	..
Alberta	1,289,040	386,201	7,600	46,446	..	1,729,287	303,131	24,500	14,449	..
British Columbia	1,468,413	626,743	..	79,876	..	2,175,032	258,054	49,970	..	..
Yukon	7,302	12,274	185	718	..	20,479	4,212	482	..	..
Northwest Territories	8,953	12,981	140	1,030	167	23,271	3,468	..	419	..
Canada	**11,118,071**	**3,095,243**	**53,285**	**452,526**	**99,500**	**14,818,625**	**2,317,596**	**455,350**	**295,331**	**2,561**

"Off-road other" includes farm tractors, construction equipment inc.
.. figures not available
Source: All tables courtesy of Statistics Canada.

Automobiles Per Household 1986
estimates in thousands

	Households	Total Households with Vehicles	Households with automobiles				without autos	Vans or trucks		Households without automobiles
								Households		
			Total	1 auto	2 autos	3 or more autos		with 1	with 2 or more	
Newfoundland	165	128	104	83	17	4	61	49	—	37
Prince Edward Island	43	38	34	24	10	—	7	12	—	5
Nova Scotia	306	251	231	173	51	7	75	69	8	55
New Brunswick	240	203	186	141	38	7	54	62	6	37
Quebec	2,461	1,876	1,786	1,316	411	59	674	281	29	585
Ontario	3,371	2,787	2,655	1,733	764	158	716	586	51	585
Manitoba	397	336	316	219	81	16	81	95	17	61
Saskatchewan	373	329	298	213	66	18	75	122	36	44
Alberta	860	771	705	462	196	47	155	259	68	90
British Columbia	1,115	973	899	602	247	50	216	325	40	142
Canada 1986	**9,331**	**7,692**	**7,214**	**4,967**	**1,882**	**369**	**2,113**	**1,860**	**258**	**1,639**

—amount too small

New Motor Vehicle Sales

	Total, new motor vehicles	Passenger cars	Comm. vehicles	Cars			Commercial Vehicles	
				North America	Japan	Other Countries(1)	North America	Other Countries(1)
1986	1,510,950	1,091,117	419,833	761,867	198,410	130,840	368,419	51,414
1985	1,530,410	1,137,216	393,194	794,965	199,221	143,030	344,871	48,323
1984	1,283,502	971,210	312,292	724,932	171,204	75,074	273,604	38,688

(1) Excludes Japanese and North American manufactured vehicles.

Factory Sales of Auto Batteries

	1986	$	1985	$
Original Equipment	confidential	confidential	confidential	confidential
Replacement	2,555,068	100,023,895	2,938,804	108,907,650
Heavy-duty transport, motor coach, bus, diesel, starting batteries, for replacement	332,106	19,450,833	482,200	23,544,637

Drivers' Licenses 1985

	Operators (drivers & chauffers)	Temporary (instructor permits)
Newfoundland	280,237	6,472
Prince Edward Island	25,548	3,399
Nova Scotia	543,396	14,713
New Brunswick	409,683	24,501
Quebec	3,725,355	..
Ontario	5,660,419	..
Manitoba	609.494	..
Saskatchewan	647,121	32,189
Alberta	1,704,287	110,592
British Columbia	2,320,273	..
Yukon	16,734	1,031
Northwest Territories	21,095	1,330
Canada	**15,963,642**	**193,777**

Note: .. figures not available.

Principal Heating Fuels in 1986
(000 Households)

	Oil	Piped Gas	Bottled Gas	Electricity	Other	Wood	Total Households
Newfoundland	50	—	—	52	—	47	149
Prince Edward Island	25	—	—	—	—	11	37
Nova Scotia	151	—	4	32	6	51	243
New Brunswick	65	—	—	73	—	50	192
Quebec	322	71	—	654	—	140	1,190
Ontario	515	1,378	25	357	—	101	2,377
Manitoba	29	186	5	69	—	11	300
Saskatchewan	39	234	10	16	—	9	308
Alberta	15	604	14	7	—	6	647
British Columbia	151	445	5	136	—	90	829
Canada	**1,361**	**2,920**	**64**	**1,397**	**15**	**515**	**6,272**

Note: Data from a sample survey only.
—amount too small
... figures not applicable
"Other" includes Coal and Coke.

LPG Sales by States and Uses—1985

(Add 000 gal.)

	Residential and Commercial	Industrial (a)	Engine Fuel	Utility Gas	Farm	Other (b)	Total (c) (d)
Alabama	118,763	5,449	18,374	w	28,756	2,633	174,219
Alaska	w	w	w	0	w	w	14,889
Arizona	52,795	7,643	10,155	0	5,165	w	76,034
Arkansas	118,459	5,213	16,816	0	35,066*	718*	176,381
California	291,821	217,284	135,883	6,255*	46,156	9,428	776,882
Colorado	75,799	12,255	7,550	w	4,824	3,028*	105,256
Connecticut	32,515	12,769	2,990	w	833	350*	51,680
Delaware	30,156	1,923	455	w	7,434	w	41,825
Florida	304,977*	20,654	36,855	12,646	13,022	3,694	399,436
Georgia	201,104	18,768	20,012	1,364	45,195	2,892*	291,335
Hawaii	w	0	w	0	w	0	6,296
Idaho	17,965	7,868	6,609	0	2,780	1,008	36,230
Illinois	287,490	41,346	67,120	w	281,779	2,165*	788,693
Indiana	191,243	10,604	23,467	11,272	88,719	3,068*	328,805
Iowa	244,843	17,357	14,279	0	312,378	254*	591,080
Kansas	120,003	23,046*	15,142	0	31,222	337,833*	611,981
Kentucky	129,622	111,293*	15,633	350	9,220	w	284,430
Louisiana	56,225	26,709*	12,504	w	7,248	803*	952,434
Maine	17,734	5,347	1,445	w	20	w	26,533
Maryland & D.C.	50,275	8,991	5,738	w	5,819	1,521	75,501
Massachusetts	51,918	6,599	6,572	2,906	391	737	71,752
Michigan	361,807	54,980	46,217	w	51,964	88,300	720,361
Minnesota	196,148	27,246	19,538	w	111,201	637	356,330
Mississippi	108,810	41,048*	26,591	0	19,819	3,984	208,514
Missouri	285,648	28,843	21,893	w	27,139	560	372,837
Montana	33,118	10,228	5,654	0	11,415	1,122	61,597
Nebraska	80,601	7,612	9,004	0	79,377	131*	176,763
Nevada	35,912	4,135*	3,457	0	2,413	969	47,390
New Hampshire	43,536	7,703	2,261	10,080	97	w	64,713
New Jersey	46,726	16,467*	10,454	w	2,371	1,916*	232,104
New Mexico	118,970	4,279	10,863	0	5,131	403	140,102
New York	164,169	19,200	13,880	w	8,334	1,844*	207,808
North Carolina	162,860	29,916	17,312	w	106,822	3,481*	323,396
North Dakota	13,799	3,706	1,683	w	7,562	w	26,811
Ohio	272,891	49,932*	60,171	w	70,826	1,683*	603,114
Oklahoma	162,353*	69,985*	21,217	3,393	45,606	1,349*	400,132
Oregon	28,504	13,281*	21,189*	0	3,881	w	67,666
Pennsylvania	116,973	35,412	23,474	w	17,040	1,148*	228,144*
Rhode Island	14,199	2,530	2,100	0	w	2,055	20,888
South Carolina	94,570*	9,693	13,209	974	14,392	828*	134,045
South Dakota	57,481	850	3,826	w	23,312	w	86,254
Tennessee	98,772	16,941	26,431	0	6,013	428*	149,979
Texas	409,005	95,914	69,802	2,287	77,515	30,636	3,749,674
Utah	32,705*	8,091*	8,411	w	1,979	1,732*	60,931
Vermont	30,595	1,125	1,268	w	193	w	33,848
Virginia	91,851	27,741*	9,637	4,676	21,658	6,247*	162,529
Washington	30,506	11,276*	36,545	0	6,126	w	88,627
West Virginia	11,437	1,601	2,071	w	780	w	35,663
Wisconsin	248,784	24,421	29,202	2,785	54,243	1,801*	361,689
Wyoming	23,514*	28,819*	5,036	w	1,453*	622*	76,241
U.S. Total	**5,793,556**	**1,299,389**	**942,254**	**155,870**	**1,705,833**	**875,858**	**15,079,822**

* Propane only; butane withheld; w-data withheld to avoid disclosing reports for individual companies. These reports are included in totals, however; (a) includes refinery fuel; (b) includes secondary recovery of petroleum and synthetic natural gas feed stocks; (c) includes chemical use; (d) 1985 LPG sales as reported by API differ from 1985 LP-Gas Production reported by Energy Information Administration because API sources concluded that the EIA report understated butane used in refineries for gasoline production.

Source: Liquefied Petroleum Gas Assn./American Petroleum Institute, 1985 LP-Gas Market Facts.

LPG Sales Trends in Recent Years [(a)]

Major Domestic Markets (Add 000,000 gal.)

	Total U.S. Sales		Residential-Commercial		Chemical		Internal Combustion		Industrial		Farm	
Year	Vol.	% Change	Vol.	% Change	Vol.	% Change	Vol.	% Change	Vol.	% Change	Vol.	% Change
1985..........	15,080	(0.3%)	5,794	11.4%	4,307	4.8%	942	1.0%	1,299	(31.2%)	1,706	2.6%
1984..........	15,129	10.5	5,203	(14.6)	4,109	26.7	951	(30.2)	1,888	54.7	1,663	40.7
1983..........	13,688	(1.6)	6,090	(1.5)	3,244	(3.5)	1,362	9.8	1,220	(6.9)	1,183	(8.0)
1982..........	13,915	(3.3)	6,180	(2.1)	3,362	(3.2)	1,240	9.7	1,310	(5.0)	1,285	(12.1)
1981..........	14,395	(3.8)	6,310	(3.4)	3,474	(3.1)	1,130	3.6	1,380	(10.9)	1,463	(4.4)
1980..........	14,969	(8.9)	6,531	(4.9)	3,584	(11.3)	1,090	4.3	1,548	(20.2)	1,529	(15.4)
1979..........	16,432	9.4	6,871	1.2	4,043	12.7	1,045	5.5	1,940	44.8	1,764	—

This is as far back as the restated API/LPGA data go on sales trends. The figures below are Energy Information Administration data and are not essentially comparable to the restated data above. In the data below, the last column was for "all other uses" instead of farm consumption.

	Total U.S. Sales		Residential-Commercial		Chemical		Internal Combustion		Industrial		Farm	
Year	Vol.	% Change	Vol.	% Change	Vol.	% Change	Vol.	% Change	Vol.	% Change	Vol.	% Change
1978..........	15,023	−3.1	6,954	−3.0	3,563	−0.4	993	−13.3	1,340	28.4	2,172	−15.6
1977..........	15,508	−3.2	7,169	−2.0	3,578	−12.4	1,145	−2.1	1,044	—	2,573	7.5
1976..........	16,013	5.3	7,313	4.2	4,085	−2.1	1,170	—	1,052	−2.8	2,394	35.8
1975..........	15,200	−6.8	7,020	−2.9	4.172	−23.0	1,162	−11.3	1,082	1.2	1,763	38.3
1970..........	15,271	26.6	7,569	41.6	5,003	24.8	1,336	11.9	897	32.1	467	125.6
1965..........	11,434	33.7	5,346	26.5	4,008	54.6	1,194	33.0	679	13.9	207	−23.0
1960..........	8,579	40.1	4,225	50.8	2,593	36.5	898	37.7	596	13.7	269	9.3

(a) In 1984, Energy Information Administration suddenly terminated collection of LPG sales data for budgetary reasons. American Petroleum Institute, Liquefied Petroleum Gas Assn. and others began a cooperative effort to provide the missing data annually. The 1983 and 1984 data were published in March, 1986. The new information is based on EIA data, plus API and LPGA, and are restated for the years 1979 through 1984. Utility gas, refinery fuel and miscellaneous uses are included in U.S. totals but are not stated separately.
Source: National LP-Gas Assn., 1985 LP-Gas Market Facts, published 1986.

LPG Consumption Flattens Out in 1985 After 10.5% Increase in 1984

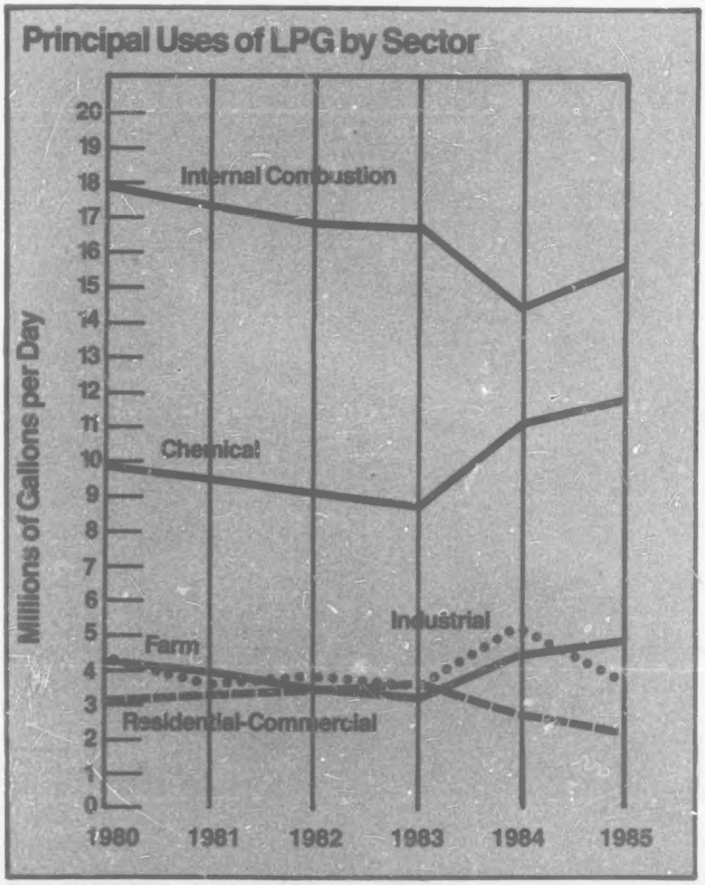
Consumption of liquefied petroleum gases levelled off in 1985 following a 10.5% spurt in the preceding year. It was nevertheless the second best year for LP-G sales in recent history. The last time consumption exceeded the current levels was in 1979 when demand ranged around 16.4-billion gal.

Residential-commercial consumption, after five consecutive years of decline, jumped 11.4% in 1985. The total of 5.8-billion gal. was, however, almost 2-billion gal. less than the all-time peak set back in 1970—a total of 7.6-billion gal. at that time.

Chemical use also rose again in 1985 for the second consecutive year but it was only a minor increase of 4.8% compared with the preceding year's zoom of 26.7%. On the other hand, industrial consumption plummeted 31.2% in 1985, versus an increase of 54.7% in 1984. Farm use also was on the slow side, rising only 2.6% in 1985 compared with a 40.7% increase the year before.

In the table above, LP-G used in refineries is included in the industrial consumption column while that used as utility gas, secondary recovery of petroleum and as a synthetic natural gas feedstock is included in the U.S. total.

Principal Uses of LPG by Sector



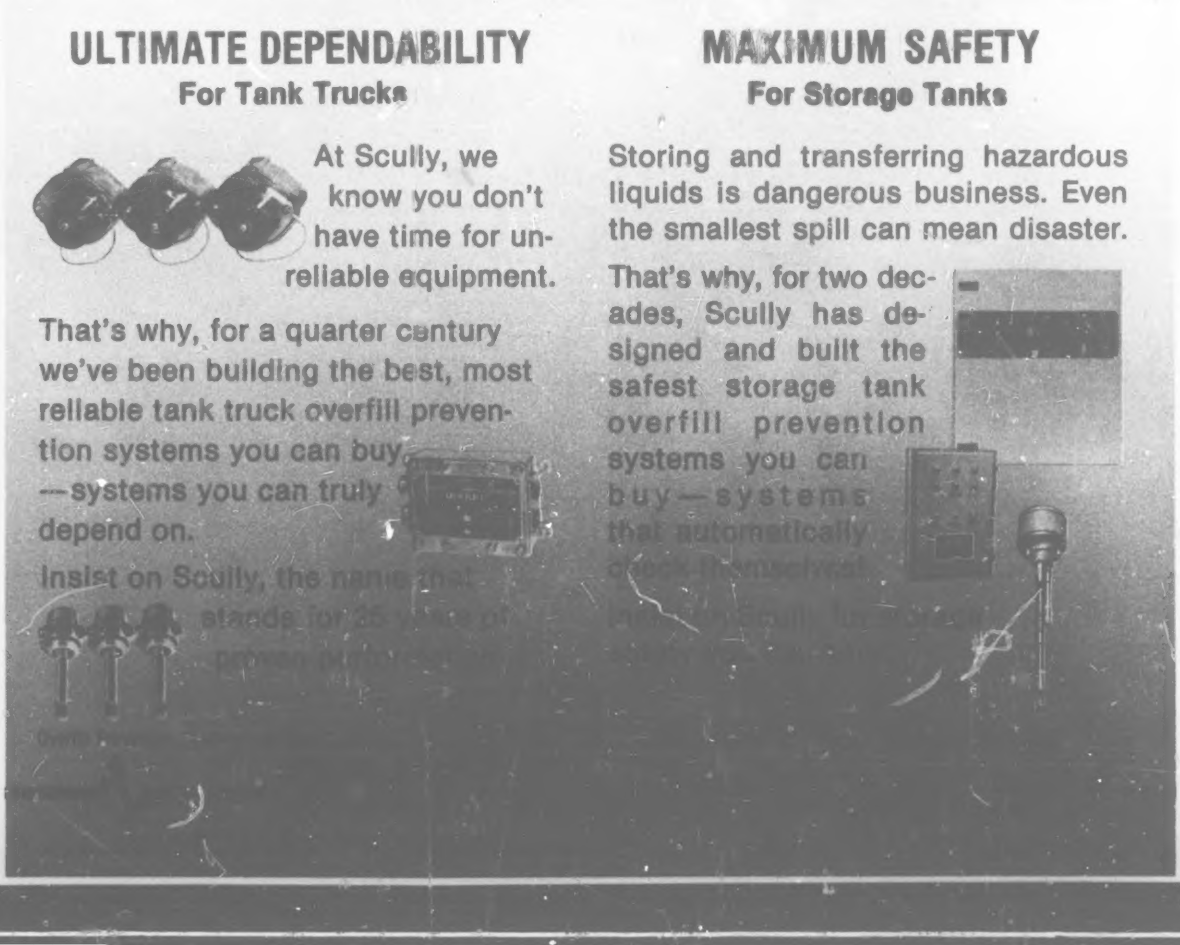
Source: Graph by *NPN* based on Liquefied Petroleum Gas Assn./American Petroleum Institute data.

LPG Supply and Disposition 1974-1986

(Add 000 b/d)

	Supply			Disposition			
	Total Production	Imports	Stock Withdrawal	Refinery Inputs	Exports	Products Supplies	(Million bbl.) Ending Stocks (a)
1986 January	1,874	277	75	382	47	1,797	70
February	1,850	208	98	330	75	1,752	68
March	1,726	199	−90	252	47	1,536	70
April	1,708	134	−203	259	33	1,347	77
May	1,759	189	−339	265	40	1,305	87
June	1,721	253	−348	230	25	1,371	97
July	1,734	303	−600	203	50	1,184	116
August	1,689	271	−326	243	53	1,338	126
September	1,651	282	−141	291	27	1,474	130
October	1,644	234	247	332	26	1,767	123
November	1,706	310	241	418	53	1,785	116
December	1,692	227	415	456	33	1,845	103
Average	**1,729**	**241**	**−82**	**305**	**42**	**1,540**	—
1985 January	1,676	255	399	322	70	1,937	88
February	1,689	237	330	320	72	1,865	79
March	1,684	223	29	297	52	1,588	78
April	1,695	156	−143	262	78	1,368	83
May	1,713	138	−219	239	40	1,353	89
June	1,728	181	−175	250	51	1,432	95
July	1,713	131	−107	249	68	1,420	98
August	1,710	153	−98	277	80	1,409	101
September	1,667	132	61	321	29	1,510	99
October	1,669	209	304	340	47	1,794	90
November	1,716	188	192	387	88	1,620	84
December	1,786	239	337	386	75	1,901	74
Average	**1,704**	**187**	**75**	**304**	**62**	**1,555**	—
1984 Average	**1,697**	**195**	**19**	**291**	**48**	**1,572**	**101**
1983 Average	**1,642**	**190**	**4**	**253**	**73**	**1,509**	**101(b)**
1982 Average	**1,528**	**226**	**111**	**300**	**65**	**1,499**	**94(b)**
1981 Average	**1,571**	**244**	**−18(b)**	**289**	**42**	**1,466**	**135**
1980 Average	**1,535**	**216**	**−27**	**233**	**21**	**1,469**	**120(b)**
1979 Average	**1,556**	**217**	**70**	**236**	**15**	**1,592**	**111**
1978 Average	**1,537**	**123**	**12**	**239**	**20**	**1,413**	**132**
1977 Average	**1,566**	**161**	**−55**	**233**	**18**	**1,422**	**136**
1976 Average	**1,535**	**130**	**24**	**260**	**25**	**1,404**	**116**
1975 Average	**1,527**	**112**	**−35(b)**	**246**	**26**	**1,333**	**125**
1974 Average	**1,565**	**123**	**−38**	**220**	**25**	**1,406**	**113(b)**

(a) Stocks are totals as of end of period; (b) In January 1975, 1981, 1983 and 1984, a new stock basis was established affecting stocks reported and stock withdrawal.
Source: Petroleum Supply Monthly, December 1986, published in February 1987.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For Tank Trucks

At Scully, we know you don't have time for unreliable equipment.

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Lube Sales Edge Upwards in 1986

Lubricant sales rose slightly in 1986—only three-tenths of a point yet nevertheless the first upturn in two years—according to National Petroleum Refiners Assn., which said the total included automotive and industrial oils and greases. Automotive oils were down 2.1%, however.

The NPRA report does not give volumes, only indexes and percentages which are based on the reports of participating companies. To preserve the confidentiality aspects of company sales, the reports are given to an independent auditor who converts them into indexes on an industry-wide basis.

The product categories, as defined by NPRA, are these: automotive oil—engine oils, automatic transmission fluids, gear oils and aviation oils; industrial oil—industrial engine oils, metalworking fluids, process oils and general industrial oils; grease—both automotive and industrial greases.

All finished lubricants are included in the NPRA totals. Not included, however, are exports and lube base stocks sold for further blending into finished lubricants.

NPRA stated that the data reflect the sales of the participating companies only. Sales of finished lubricants by other companies (commonly known as independent compound blenders) are not covered.

For its category breakdown, NPRA used 55.5% of the sales for automotive oils, 42.3% for industrial oils, and 2.2% for greases.

Quarterly Indexes on Lubricant Sales

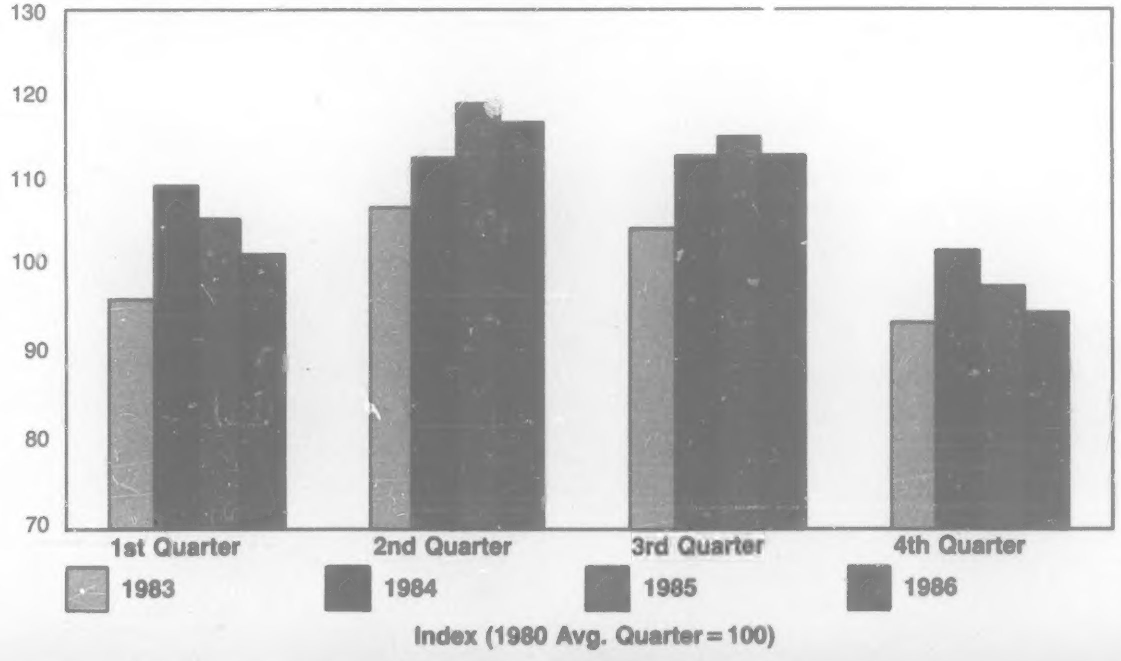
	Quarters				Full Year
	1	2	3	4	
1986	106.5	107.2	104.6	94.4	101.7
1985	99.5	107.3	103.2	95.6	101.4
1984	102.4	108.4	105.9	97.1	103.5
1983	89.3	99.1	98.0	92.5	94.7
1982	91.8	95.9	92.4	81.4	95.2

Percentage Changes by Products and Quarters

	Quarters				Full Year
1986 vs. 1985	1	2	3	4	
Automotive	– 4.2%	– 2.5%	– 0.4%	– 1.1%	– 2.1%
Industrial	8.8	4.5	4.1	– 1.9	3.9
Grease	– 1.6	– 8.9	3.3	5.2	– 0.7
Total	**1.0**	**– 0.1**	**1.4**	**– 1.3**	**0.2**
1985 vs. 1984					
Automotive	– 2.9%	3.0%	0.7%	– 3.3%	– 0.5%
Industrial	– 2.7	– 7.0	– 7.2	1.6	– 3.9
Grease	– 4.4	– 4.0	– 6.4	– 11.1	– 6.5
Total	**– 2.9**	**– 1.0**	**– 2.5**	**– 1.6**	**– 2.0**
1984 vs. 1983					
Automotive	15.0%	7.2%	5.1%	8.5%	9.0%
Industrial	13.7	11.9	11.0	0.5	9.2
Grease	29.1	32.9	10.9	1.2	16.9
Total	**14.8**	**9.5**	**8.1**	**5.0**	**9.3**
1983 vs. 1982					
Automotive	1.9%	5.1%	6.6%	10.6%	5.9%
Industrial	– 5.0	2.9	6.4	18.0	5.0
Grease	– 29.8	– 23.2	– 10.5	16.7	– 12.8
Total	**– 1.7**	**3.4**	**6.0**	**13.6**	**5.1**

N.B. For the index, the average-quarter in 1980 = 100%; the base for quarterly indexes is 1980 full year sales for the reporting companies divided by 4.

Automotive Lubricant Sales



Lube Sales Inch Upward (continued)

Lubricant sales rose fractionally in 1985, National Petroleum Refiners Assn. says in its latest annual study released in October.

The increase amounted to a mere 5 million gal. out of a total of 2.3 billion gal. for the year. This was an increase of 0.2% over 1984, hardly enough for a statistician to notice.

This total embraces all engine oils, including transmission and hydraulic oils, gear oils and grease. The latter, normally a solid, was converted to gallons by assigning a ratio of 1 gal. for each 7.5 lbs.

NPRA's annual study for 1986 is due to be released around August 1, according to an association official. However, it is unlikely that the pattern of slow growth experienced over the past several years will change radically in the new report. This is primarily due to the fact that the extended intervals for chassis lubrications and oil changes recommended by car manufacturers for late model vehicles continue to dampen demand for engine lubricants. (For an update on the latest recommended intervals, see p167).

Consumption of conventional motor oils, i.e., those used primarily in passenger car engines, slipped slightly in 1985—about 9 million gal. out of a total of 1.1 billion gal. The 1984 demand, for the record, was 1,093 million gal., while for 1985 it was 1,084 million gal.

There were no changes of significance in the channels of distribution, the NPRA report says. A little more than half of all motor oil sales continue to be made through the retail segment—service stations, mass merchandisers, discount houses and the like. Commercial sales, that is those for fleets, farms and government, continue to take about one-third of the output.

Among the more interesting facets of the 1985 report are the tables dealing with multigrade and monograde consumption patterns.

In 1982, for example, 55.5% of the motor oil purchases were for monogrades. By the end of 1985, that figure had eroded to 35.3%—20 full percentage points.

There was a small upward movement in the multigrade purchase patterns in the retail segment. These moved from 69.1% in 1982 to 74.7% in 1985. More strikingly, the commercial area sales indicate the tide is running strongly toward multigrades and away from monogrades. In 1982, 65.4% of the commercial purchases represented monogrades. Last year, they had dropped to 53.9%.

The peak year for lubricant sales was 1979. The total was 2.5 billion gal., 6.6% more than the 1985 figure. Grease sales were higher in 1979, too—8 million gal. more, or a difference of 11.8%.

Copies of the NPRA report may be obtained by contacting NPRA's headquarters in Washington, D.C.

Lube Oil Sales in the U.S.*

	(mil. gal.)					% Chng.	% Chng.
	1985	1984	1983	1982	1979 (Peak Yr.)	'85 v. '84	'85 v. '79
All oils	2,272	2,271	2,114	1,198	2,435	0.3%	(6.5%)
Grease**	60	61	55	57	68	(1.6)	(11.8)
Total Lubes	2,337	2,332	2,119	2,049	2,503	0.2	(6.6)

*Includes automotive and industrial oils, but not aromatics or waxes;

**conversion rate 7.5 lb = 1 gal.

Channels of Distribution: Automotive Oils Only[1]

	1985	1984	1983	1982
Total Vol. (mil. gal.)	1,364	1,376	1,278	1,204
Retail[2]	52%	55%	55%	53%
Commercial[3]	35%	36%	37%	36%
Factory Fill	3%	4%	3%	4%
Undistrib.	10%	5%	5%	7%

[1] Includes engine oils, transmission and hydraulic fluids, and gear oils.

[2] Retail means oils sold through service stations and other retail outlets such as auto parts stores, car dealers, truck stops, chain stores, drug stores, discount stores, etc.;

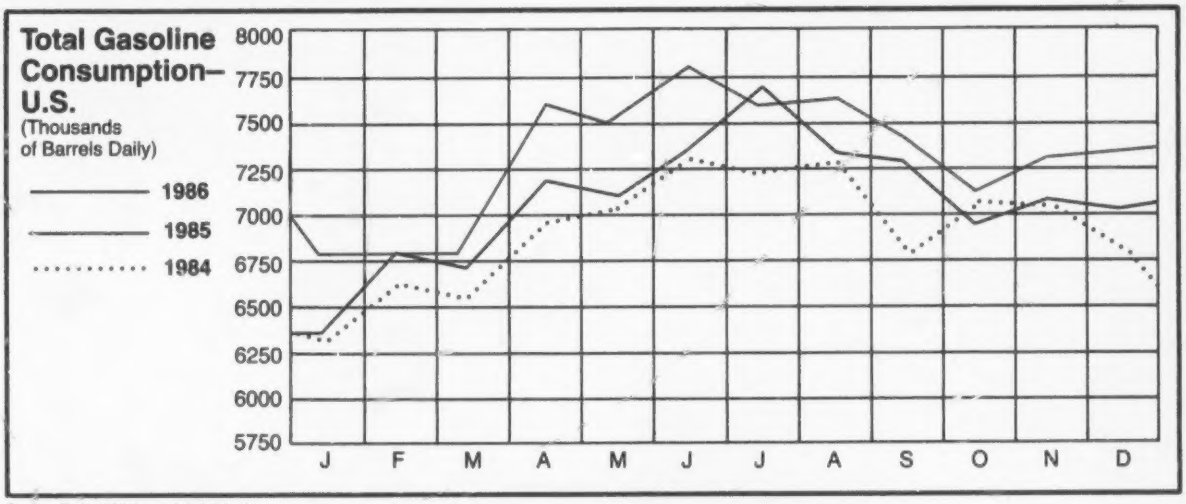
[3] Commercial means oils sold to commercial accounts such as industrial plants, fleets, farm, government, etc.

Engine Oils Only: Multigrades vs Monogrades*

	Liquid Vol. (mil. gal.)	Multigrade (by percentage)	Monograde
1985	1,084	64.7%	35.3%
Retail	611	74.7%	25.3%
Commercial	374	46.1%	53.9%
1984	1,093	61.6%	38.4%
Retail	654	73.1%	26.9%
Commercial	392	41.1%	58.9%
1983	1,019	58.2%	41.8%
Retail	610	71.0%	39.0%
Commercial	371	37.6%	62.4%
1982	957	44.5%	55.5%
Retail	555	69.1%	30.9%
Commercial	352	34.6%	65.4%

*SAE J-183a only; data on factory fills and undistributed not significant in this table.

Source: National Petroleum Refiners Assn., 1985 Report on U.S. Lubricating Oil Sales, published October 1986.



Source: Federal Highway Administration

Gasoline Consumption by States

(includes on-highway and off-highway consumption)

State	1986 Rank	Total Gasoline (a) (Add 000 gal.) 1986	Total Gasoline (a) (Add 000 gal.) 1985	% Chng.	Gasohol Included (b) (Add 000 gal.) 1986	Gasohol Included (b) (Add 000 gal.) 1985
Alabama	22	2,012,114	1,881,466	6.9%	261,286	196,111
Alaska	50	256,363	267,709	(4.2)	—	—
Arizona	26	1,635,083	1,555,905	5.1	—	—
Arkansas	33	1,212,035	1,166,202	3.9	—	9,913
California	1	12,175,641	11,656,251	4.5	189,046	228,017
Colorado	27	1,592,000	1,558,918	2.1	70,463	237,553
Connecticut	28	1,443,603	1,393,470	3.6	5,323	16,409
Delaware	48	333,247	326,204	2.2	—	—
Dist. of Col.	—	163,848	163,074	0.5	127	22
Florida	4	5,622,480	5,462,027	2.9	364,667	581,364
Georgia	10	3,313,314	3,148,673	5.2	—	—
Hawaii	46	364,615	349,709	4.3	—	—
Idaho	41	469,394	463,502	1.3	22,016	21,167
Illinois	5	4,731,675	4,836,654	(2.2)	1,074,277	1,085,454
Indiana	12	3,137,416	2,559,430	22.6	667,918	696,137
Iowa	29	1,367,462	1,369,838	(0.2)	385,130	436,164
Kansas	32	1,248,753	1,234,260	1.2	232,604	281,617
Kentucky	23	1,850,343	1,736,511	6.6	736,349	556,478
Louisiana	17	2,144,874	2,132,374	0.6	330,542	123,597
Maine	38	582,048	548,083	6.2	—	—
Maryland	21	2,027,743	1,976,290	2.6	501	720
Massachusetts	16	2,458,079	2,338,603	2.9	—	—
Michigan	8	4,187,028	4,086,109	2.5	382,010	548,885
Minnesota	19	2,040,806	2,136,370	(4.5)	374,032	350,169
Mississippi	31	1,261,173	1,231,066	2.4	—	—
Missouri	14	2,762,114	2,614,237	5.7	—	18,756
Montana	42	442,230	441,744	0.1	3,454	8,079
Nebraska	36	776,830	777,136	0.0	216,356	242,367
Nevada	39	535,099	509,110	5.1	18,630	1,142
New Hampshire	40	481,789	446,902	7.8	—	—
New Jersey	9	3,524,599	3,311,078	6.4	—	—
New Mexico	35	795,661	783,404	1.6	57,419	75,502
New York	3	6,088,085	5,941,935	2.5	—	—
North Carolina	11	3,277,688	3,092,963	4.4	—	121,220
North Dakota	45	376,068	385,715	(2.5)	65,327	36,680
Ohio	6	4,655,887	4,739,030	(1.7)	814,668	691,659
Oklahoma	24	1,848,703	1,890,867	(2.2)	26,994	25,374
Oregon	30	1,291,649	1,254,669	2.9	—	168
Pennsylvania	7	4,505,701	4,429,756	1.7	—	—
Rhode Island	44	393,664	379,026	3.9	—	—
South Carolina	25	1,690,884	1,630,720	3.7	15,581	700
South Dakota	43	394,961	387,453	1.9	63,484	52,402
Tennessee	15	2,471,765	2,534,948	(2.5)	214,700	365,020
Texas	2	9,085,633	8,899,228	2.1	362,243	429,495
Utah	37	766,726	755,798	1.4	2,409	6,223
Vermont	49	259,631	252,812	2.7	—	—
Virginia	13	2,859,093	2,719,453	5.1	426,552	349,930
Washington	20	2,034,097	1,912,436	6.4	26,797	7,574
West Virginia	34	806,401	801,431	0.6	—	—
Wisconsin	18	2,061,116	2,022,990	1.9	16,312	15,069
Wyoming	47	341,098	332,978	2.4	53	281
Total U.S.		**111,796,666**	**110,296,666**	**2.7%**	**7,610,393**	**7,817,418**

(a) These totals reflect the gross gal. of gasoline reported for tax purposes by wholesale distributors in each state. The data are taken from state taxation reports. The data include highway and non-highway use, and losses.

(b) These totals show gross gal. of gasohol (ethanol blends) reported by the states. The data are obtained from state taxation reports. In states where gasohol is taxed at the same rate as gasoline, some gasohol gallonage may be commingled with gasoline data. All totals—gasoline and gasohol—are preliminary.

Source: Federal Highway Administration, Monthly Gasoline Reports, 1986.

Gasoline Octanes, U.S. Service Stations

		Regular grade [1]			Premium grade[2]			Unleaded grade		
Year	Season	Rsh.	Mtr.	(R + M)* / 2	Rsh.	Mtr.	(R + M)* / 2	Rsh.	Mtr.	(R + M)* / 2
1986	Summer	93.3	84.3	88.8	—	—	—	92.0(a) 96.7(b)	82.7(a) 86.7(b)	87.3(a) 91.7(b)
1985-86	Winter	93.0	84.5	88.8	—	—	—	91.8(a) 96.8(b)	82.8(a) 86.9(b)	87.3(a) 91.8(b)
1985	Summer	92.8	84.8	88.8	—	—	—	91.9(a) 96.5(b)	82.8(a) 86.8(b)	87.4(a) 91.7(b)
1984-85	Winter	92.8	85.2	89.1	—	—	—	91.8(a) 96.4(b)	82.9(a) 86.8(b)	87.4(a) 91.6(b)
1984	Summer	92.9	85.0	89.0	—	—	—	91.6(a) 96.5(b)	82.9(a) 86.9(b)	87.3(a) 91.7(b)
1983-84	Winter	92.7	84.9	88.8	—	—	—	91.7(a) 96.1(b)	82.9(a) 86.6(b)	87.3(a) 91.3(b)
1983	Summer	93.1	84.9	89.0	—	—	—	92.0(a) 96.2(b)	82.9(a) 86.5(b)	87.5(a) 91.4(b)
1982-83	Winter	92.9	85.2	89.1	—	—	—	91.7(a) 96.3(b)	82.9(a) 86.7(b)	87.3(a) 91.5(b)
1982	Summer	93.0	85.0	89.0	—	—	—	91.9(a) 96.8(b)	82.8(a) 86.6(b)	87.3(a) 91.7(b)
1981-82	Winter	92.7	85.1	88.9	98.1	87.8	93.0	91.8(a) 96.6(b)	82.9(a) 86.8(b)	87.4(a) 91.7(b)
1981	Summer	92.8	85.1	89.0	—	—	—	91.9(a) 96.3(b)	83.0(a) 86.2(b)	87.4(a) 91.3(b)
1980-81	Winter	92.8	85.4	89.1	97.3	89.2	93.3	91.9(a) 96.1(b)	83.3(a) 86.5(b)	87.6(a) 91.4(b)
1980	Summer	96.2	85.2	88.9	97.0	88.6	92.8	92.1(a) 96.1(b)	83.4(a) 86.4(b)	87.8(a) 91.6(b)
1979-80	Winter	92.5	85.5	89.0	97.2	89.3	93.2	92.1(a) 97.1(b)	83.7(a) 87.0(b)	87.9(a) 92.1(b)

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*Antiknock index.

(1) Below 93.0 octane; (2) 93.0 octane and above.

(a) Unleaded below 90. (b) Unleaded 90 and above.

Source: Motor Gasolines, Summer 1986—National Institute for Petroleum and Energy Research, Bartlesville, Okla., April 1987.

Gasoline Octanes, Regional Averages

	Unleaded Octane Number						Leaded Octane Number					
	Index Below 90			Index Above 90			Index Below 93			Index Above 93 (a)		
	Rsh.	Mtr.	(R + M) / 2	Rsh.	Mtr.	(R + M) / 2	Rsh.	Mtr.	(R + M) / 2	Rsh.	Mtr.	(R + M) / 2
Northeast	92.5	82.4	87.4	97.6	86.7	92.2	94.1	84.8	89.5	—	—	—
Mid-Atlantic Coast	92.4	82.7	87.6	97.3	86.9	92.1	94.1	84.4	89.3	—	—	—
Southeast	92.1	82.7	87.4	97.0	86.8	91.9	93.9	84.6	89.3	—	—	—
Appalachian	91.9	82.6	87.3	97.0	86.8	91.9	93.6	84.6	89.1	—	—	—
Michigan	92.0	82.8	87.4	96.3	87.2	91.8	93.7	84.7	89.2	—	—	—
North Illinois	91.9	82.7	87.4	96.1	86.8	91.5	93.2	85.1	89.2	—	—	—
Central Mississippi	92.2	82.7	87.5	96.5	86.5	91.5	93.4	84.8	89.1	—	—	—
Lower Mississippi	92.1	82.1	87.1	96.9	86.5	91.7	93.8	84.5	89.2	—	—	—
North Plains	91.9	83.0	87.5	96.5	86.2	92.4	93.5	84.7	89.1	—	—	—
Central Plains	91.5	83.0	87.3	96.1	86.4	91.2	92.2	84.2	88.2	—	—	—
South Plains	92.3	82.8	87.5	97.2	86.2	91.7	93.3	84.2	88.7	—	—	—
South Texas	91.8	82.6	87.2	96.4	87.2	91.8	94.0	84.5	89.3	—	—	—
South Mountain States	91.3	82.7	87.0	96.5	85.9	91.2	92.0	83.6	87.8	—	—	—
North Mountain States	90.2	82.3	86.3	95.5	87.0	91.3	91.1	86.0	87.1	—	—	—
Pacific Northwest	91.7	82.7	87.2	96.3	86.6	91.4	92.4	83.9	88.2	—	—	—
North California	93.3	83.0	88.2	97.1	86.1	91.6	94.0	84.1	89.1	—	—	—
South California	92.4	82.8	87.6	97.0	86.3	91.7	93.3	83.9	88.6	—	—	—
Average												
Summer 1986	**92.0**	**82.7**	**87.3**	**96.7**	**86.7**	**91.7**	**93.3**	**84.3**	**88.8**	—	—	—
Summer 1985	**91.9**	**82.8**	**87.4**	**96.5**	**86.8**	**91.7**	**92.8**	**84.8**	**88.8**	—	—	—

(a) In 1981, DOE began two classifications for leaded gasoline—below 93 octane and above 93 octane; however, nothing has been published in the above 93 octane category since the winter of 1981-82, except for the two samples in the winter of 1984-85 report.

Source: Motor Gasolines, Summer 1986, National Institute for Petroleum and Energy Research, Bartlesville, Okla., April 1987.

State Gasoline Consumption by Rank

State	1986 Rank	1985 Rank	(Add 000) 1986 Gallonage (a)
California	1	1	12,175,654
Texas	2	2	9,085,633
New York	3	3	6,088,086
Florida	4	4	5,662,480
Illinois	5	5	4,731,675
Ohio	6	6	4,655,887
Pennsylvania	7	7	4,505,701
Michigan	8	8	4,187,028
New Jersey	9	9	3,524,599
Georgia	10	10	3,313,314
North Carolina	11	11	3,277,688
Indiana	12	15	3,137,416
Virginia	13	12	2,859,093
Missouri	14	13	2,762,114
Tennessee	15	14	2,471,765
Massachusetts	16	16	2,458,079
Louisiana	17	17	2,144,874
Wisconsin	18	19	2,061,116
Minnesota	19	18	2,040,806
Washington	20	21	2,034,097
Maryland	21	20	2,027,743
Alabama	22	23	2,012,114
Kentucky	23	24	1,850,343
Oklahoma	24	22	1,848,703
South Carolina	25	25	1,690,880
Arizona	26	26	1,635,083
Colorado	27	27	1,592,000
Connecticut	28	28	1,443,603
Iowa	29	29	1,367,462
Oregon	30	30	1,291,649
Mississippi	31	32	1,261,173
Kansas	32	31	1,248,753
Arkansas	33	33	1,212,035
West Virginia	34	34	806,401
New Mexico	35	35	795,661
Nebraska	36	36	776,830
Utah	37	37	766,726
Maine	38	38	582,048
Nevada	39	39	535,099
New Hampshire	40	41	481,789
Idaho	41	40	469,394
Montana	42	42	442,230
South Dakota	43	43	394,961
Rhode Island	44	48	393,664
North Dakota	45	44	376,068
Hawaii	46	45	364,615
Wyoming	47	46	341,098
Delaware	48	47	333,247
Vermont	49	50	259,631
Alaska	50	49	256,363

(a) Preliminary
Source: Federal Highway Administration, Monthly Gasoline Reports, 1986.

Unleaded Sales Taking Lion's Share of Market

Impelled by the requirements of federal law and Environmental Protection Agency regulations, unleaded gasoline continues its inexorable march to total dominance of the U.S. retail market.

In 1986, unleaded gasoline sales accounted for seven out of ten gallons purchased by U.S. motorists, according to EPA. This figure is 4.6 percentage points higher than the comparable 1985 total.

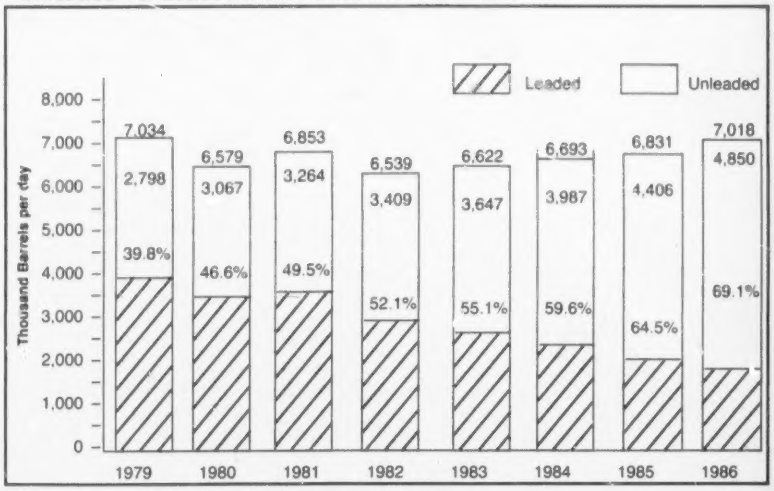
Even more significant is the pace in the growth of unleaded sales. Thus, while the overall yearly average of unleaded volume increased from 64.5% (4,406,000 b/d) in 1985 to 69.1% (4,810,000 b/d) in 1986, the percentage for unleaded was 67.9% in January 1986, 69.6% in July and a whopping 72.5% in December, or 3.4% higher than the year's average. At the current pace, this unleaded percentage will undoubtedly surpass the three quarter mark sometime during 1987.

Last year, industry observers were saying that demand for leaded gasoline would dwindle to less than 10% of the total market by 1990. At the current rate of growth in unleaded demand, that figure could be reached by 1989.

Most vehicles still using leaded gasoline fall into the declining pre-1975 model year category, a vehicle population now estimated to be less than 30% of the total U.S. car and truck fleet. The increase in unleaded gasoline sales bears a direct relationship to the vehicle scrappage rate and the corresponding later-model replacement rate.

However, in addition to pre-1975 cars, there are still a sizeable number of gasoline farm and marine engines (an estimated 10 million of the latter) designed to operate on leaded fuel. Although non-lead additives hold promise for allowing those engines to run on unleaded, EPA is now debating whether to recommend a complete lead ban by Jan. 1, 1988 or to permit lead additives for fuels used in farm and marine engines.

Unleaded vs. Leaded Motor Gasoline. 1979-1986



Source: Energy Information Administration, Petroleum Supply Monthly, February 1987.

Gasohol Consumption by States—1985

The following table, prepared by the Federal Highway Administration, contains a variety of caveats, as follows: the table shows gross gallons of gasohol reported by the distributors in each state. However, this total must not be considered a national total. In states where gasohol is taxed at the same rate as gasoline, the gallonage data are not reported separately and is commingled with gasoline data. In other states, however, partial tax exemptions have been legislated but the reporting systems have not yet been converted for separate reporting. In any case, the totals should be considered minimums and not maximums.

(Add 000 gal.)

State	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Total
Alabama	7,122	7,716	10,334	12,317	16,482	17,826	19,717	20,364	19,014	21,059	21,278	22,882	196,111
Alaska	—	—	—	—	—	—	—	—	—	—	—	—	—
Arizona	—	—	—	—	—	—	—	—	—	—	—	—	—
Arkansas	2,096	1,422	1,179	3,188	2,028	—	—	—	—	—	—	—	9,913
California	28,329	27,935	32,930	29,927	27,148	13,140	9,955	9,414	10,234	13,339	13,465	12,201	228,017
Colorado	24,411	19,005	22,838	23,457	27,901	22,728	12,337	14,418	11,920	19,428	19,853	19,257	237,553
Connecticut	—	—	—	852	1,854	1,918	2,213	2,269	1,947	1,988	2,055	1,313	16,409
Delaware	—	—	—	—	—	—	—	—	—	—	—	—	—
Dist. of Col.	—	—	3	2	1	7	3	3	3	—	—	—	22
Florida	49,377	49,133	53,928	55,420	57,230	52,454	50,182	49,668	38,953	39,666	39,169	46,184	581,364
Georgia	—	—	—	—	—	—	—	—	—	—	—	—	—
Hawaii	—	—	—	—	—	—	—	—	—	—	—	—	—
Idaho	1,276	1,438	1,208	1,184	1,345	1,889	2,464	2,553	2,139	1,557	1,696	2,418	21,167
Illinois	55,415	51,086	58,428	69,877	80,773	93,773	103,324	109,819	102,419	116,782	117,363	126,395	1,085,454
Indiana	52,296	49,235	56,357	58,455	63,468	56,638	60,519	62,430	56,002	69,675	56,557	54,505	696,137
Iowa	33,602	33,877	34,117	35,947	38,884	35,886	38,902	36,503	35,745	35,420	36,985	40,296	436,164
Kansas	22,284	20,457	22,202	23,283	22,966	24,962	25,162	25,579	22,670	24,289	23,391	24,370	281,617
Kentucky	25,659	40,793	40,407	43,133	44,128	47,107	52,685	46,725	54,174	51,420	56,932	53,315	556,473
Louisiana	6,493	2,068	5,682	5,874	3,690	7,179	15,680	14,481	22,927	12,542	15,676	11,305	123,597
Maine	—	—	—	—	—	—	—	—	—	—	—	—	—
Maryland	6	5	15	70	76	64	83	75	63	59	133	71	720
Massachusetts	—	—	—	—	—	—	—	—	—	—	—	—	—
Michigan	46,481	40,979	42,723	42,394	45,807	43,781	41,184	55,454	46,578	51,595	41,359	50,550	548,885
Minnesota	2,623	3,401	3,986	8,264	10,411	14,230	33,996	45,910	46,387	48,959	68,448	63,554	350,169
Mississippi	—	—	—	—	—	—	—	—	—	—	—	—	—
Missouri	1,563	1,563	1,563	1,563	1,563	1,563	1,563	1,563	1,563	1,563	1,563	1,563	18,756
Montana	615	1,107	1,022	946	678	780	443	713	548	276	577	374	8,079
Nebraska	18,261	17,413	19,710	19,926	22,235	22,160	20,388	21,392	19,848	20,254	20,420	20,340	242,387
Nevada	—	—	—	—	140	154	113	185	26	173	157	194	1,142
New Hampshire	—	—	—	—	—	—	—	—	—	—	—	—	—
New Jersey	—	—	—	—	—	—	—	—	—	—	—	—	—
New Mexico	6,627	6,198	6,927	6,430	7,407	7,450	6,937	6,042	5,496	5,781	5,076	5,131	75,502
New York	—	—	—	—	—	—	—	—	—	—	—	—	—
North Carolina	12,911	14,872	16,408	26,210	22,680	26,435	1,704	—	—	—	—	—	121,220
North Dakota	780	1,565	773	947	685	2,406	2,834	2,201	6,309	1,854	9,533	6,793	36,680
Ohio	46,883	42,352	51,728	53,612	57,262	58,681	64,001	64,591	57,784	63,906	63,071	67,788	691,659
Oklahoma	1,343	1,577	1,413	1,706	910	912	1,858	1,669	2,492	5,417	4,220	1,857	25,374
Oregon	23	—	22	22	23	78	—	—	—	—	—	—	168
Pennsylvania	—	—	—	—	—	—	—	—	—	—	—	—	—
Rhode Island	—	—	—	—	—	—	—	—	—	—	—	—	—
South Carolina	18	6	12	16	15	—	—	—	43	—	534	56	700
South Dakota	3,334	2,902	3,406	3,813	4,332	4,487	5,016	5,287	4,540	5,585	4,593	5,107	52,402
Tennessee	26,013	23,889	28,942	27,802	26,561	26,994	36,475	25,461	27,093	22,284	58,309	35,197	365,020
Texas	34,081	34,940	38,707	40,572	44,045	42,587	34,846	35,780	32,031	29,895	30,241	31,770	429,495
Utah	506	393	596	364	505	433	623	549	530	629	496	599	6,223
Vermont	—	—	—	—	—	—	—	—	—	—	—	—	—
Virginia	12,568	14,687	19,998	24,248	25,757	32,667	30,619	37,249	33,999	37,854	37,913	42,371	349,930
Washington	742	608	783	525	1,270	263	628	649	567	567	658	314	7,574
West Virginia	—	—	—	—	—	—	—	—	—	—	—	—	—
Wisconsin	325	296	313	970	1,315	1,233	1,367	2,583	1,048	1,692	1,629	2,298	15,069
Wyoming	23	21	18	20	22	76	30	14	17	13	12	15	281
U.S. Total	**524,106**	**512,939**	**578,678**	**623,336**	**661,599**	**662,941**	**677,851**	**701,593**	**665,109**	**705,521**	**753,362**	**750,383**	**7,817,418**
Puerto Rico	—	—	—	—	—	—	—	—	—	—	—	—	—
Total	**524,106**	**512,939**	**578,678**	**623,336**	**661,599**	**662,941**	**677,851**	**701,593**	**665,109**	**705,521**	**753,362**	**750,383**	**7,817,418**

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[1] This table shows gross gallons of gasohol (ethanol blends) reported by the states. The data are obtained from state taxation reports. In states where gasohol is taxed at the same rate as gasoline, some gasohol gallonage may be commingled with gasoline data.

Source: Federal Highway Administration, Monthly Gasoline Reports, 1986.

Gasohol Consumption by States—1986

This table, prepared by Federal Highway Administration, shows gross gallons of gasohol (ethanol blends) reported by the various states. The data are obtained from state taxation reports. In states where gasohol is taxed at the same rate as gasoline, some gasohol gallonage may be commingled with gasoline data. At any rate, this is a preliminary report and upward revisions may be expected on the basis of later data. This report indicates there was a 3% decrease in gasohol use in 1986.

(Add 000 gal.)

State	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Total
Alabama	21,252	13,109	18,172	21,528	22,993	22,769	23,596	22,403	20,894	22,015	23,207	29,348	261,286
Alaska	—	—	—	—	—	—	—	—	—	—	—	—	—
Arizona	—	—	—	—	—	—	—	—	—	—	—	—	—
Arkansas	—	—	—	—	—	—	—	—	—	—	—	—	—
California	11,920	8,884	9,751	9,731	11,085	12,434	17,819	20,507	19,736	22,015	21,320	23,844	189,046
Colorado	15,319	11,229	11,910	9,526	8,433	5,616	3,116	1,301	1,474	2,398	—	141	70,463
Connecticut	1,711	1,623	1,339	213	437	—	—	—	—	—	—	—	5,323
Delaware	—	—	—	—	—	—	—	—	—	—	—	—	—
Dist. of Col.	8	2	20	26	22	15	20	11	3	—	—	—	127
Florida	41,448	38,806	39,646	33,984	32,426	28,936	26,552	25,977	20,487	15,627	30,389	30,389	364,667
Georgia	—	—	—	—	—	—	—	—	—	—	—	—	—
Hawaii	—	—	—	—	—	—	—	—	—	—	—	—	—
Idaho	2,281	2,565	2,214	2,026	2,658	2,831	4,779	446	358	384	680	794	22,016
Illinois	115,717	103,239	112,346	107,263	111,632	104,188	100,346	106,314	100,706	104,404	106,616	106,616	1,074,277
Indiana	55,960	50,264	53,372	56,323	62,065	58,065	53,160	59,775	53,900	59,312	59,229	56,493	677,918
Iowa	31,959	32,546	36,357	34,488	34,620	30,224	31,020	32,948	27,644	31,342	27,849	34,133	385,130
Kansas	22,178	20,021	23,390	21,666	20,919	18,832	19,901	20,099	17,429	17,657	15,130	15,382	232,604
Kentucky	57,067	53,615	46,369	60,682	62,150	62,473	82,510	41,582	75,651	65,700	64,960	63,590	736,349
Louisiana	19,507	17,881	22,798	21,690	23,064	21,893	25,621	34,725	48,893	34,297	30,051	30,122	330,542
Maine	—	—	—	—	—	—	—	—	—	—	—	—	—
Maryland	416	83	1	—	—	—	—	—	1	—	—	—	501
Massachusetts	—	—	—	—	—	—	—	—	—	—	—	—	—
Michigan	26,461	25,283	27,879	31,844	32,857	34,342	35,476	31,638	31,631	34,614	33,734	36,251	382,010
Minnesota	55,051	48,226	43,120	35,259	36,707	29,261	26,572	21,676	18,902	18,063	20,906	20,289	374,032
Mississippi	—	—	—	—	—	—	—	—	—	—	—	—	—
Missouri	—	—	—	—	—	—	—	—	—	—	—	—	—
Montana	349	118	174	323	233	99	178	81	663	439	419	378	3,454
Nebraska	18,634	16,508	20,443	19,892	19,160	18,427	17,264	16,625	15,489	18,257	14,927	20,730	216,356
Nevada	206	219	203	240	406	378	374	2,838	2,842	2,529	3,561	4,854	18,650
New Hampshire	—	—	—	—	—	—	—	—	—	—	—	—	—
New Jersey	—	—	—	—	—	—	—	—	—	—	—	—	—
New Mexico	3,926	4,498	7,344	7,190	4,037	3,209	3,601	3,872	4,094	5,380	5,483	4,785	57,419
New York	—	—	—	—	—	—	—	—	—	—	—	—	—
North Carolina	—	—	—	—	—	—	—	—	—	—	—	—	—
North Dakota	3,309	4,853	5,029	5,231	5,761	9,023	3,835	4,743	8,317	1,634	7,789	5,803	65,327
Ohio	63,478	57,834	58,329	70,500	70,487	64,086	75,023	65,995	66,530	74,164	69,321	78,922	814,668
Oklahoma	1,962	1,532	8,818	268	14,414	—	—	—	—	—	—	—	26,994
Oregon	—	—	—	—	—	—	—	—	—	—	—	—	—
Pennsylvania	—	—	—	—	—	—	—	—	—	—	—	—	—
Rhode Island	—	—	—	—	—	—	—	—	—	—	—	—	—
South Carolina	220	39	627	488	332	1	746	319	8,435	2,769	307	1,298	15,581
South Dakota	4,536	4,466	5,428	5,360	6,217	5,463	6,331	5,351	4,653	5,294	4,666	5,719	63,484
Tennessee	16,488	19,003	16,483	8,547	24,489	4,462	15,091	15,744	14,637	18,469	38,258	23,029	214,700
Texas	30,097	22,132	25,031	24,386	30,947	28,308	32,413	26,830	30,390	33,829	36,445	41,435	362,243
Utah	715	367	485	518	257	6	—	—	—	—	22	39	2,409
Vermont	—	—	—	—	—	—	—	—	—	—	—	—	—
Virginia	40,690	37,946	44,174	42,846	44,174	42,491	35,029	30,889	24,876	28,001	26,400	29,036	426,552
Washington	584	613	1,066	240	313	2,372	2,637	671	6,874	1,001	6,857	3,569	26,797
West Virginia	—	—	—	—	—	—	—	—	—	—	—	—	—
Wisconsin	1,661	1,437	1,172	1,545	1,895	1,757	1,365	1,403	1,116	803	499	659	15,312
Wyoming	11	9	3	2	3	3	4	3	3	4	4	4	53
U.S. Total	**665,121**	**598,950**	**643,493**	**633,825**	**685,193**	**611,964**	**644,379**	**594,766**	**626,628**	**620,434**	**649,029**	**667,652**	**7,610,393**

Source: Federal Highway Administration, Monthly Gasoline Reports.

Highway Diesel Sales by States 1985

Diesel sales for motor vehicles—passenger cars and trucks—rose 2.9% in 1985, continuing the upswing of recent years. On-highway use amounted to 17.3-billion gal., compared with 16.8-billion gal. in 1984.

Off-highway sales—primarily for construction equipment and farms—slipped 3.4% in 1985, from 1.7-billion gal. to 1.6-billion gal.

(Add 000 gal.)

	On-Highway			Off-Highway		
	1985	1984	% Change	1985	1984	% Change
PAD District 1						
New England States						
Connecticut	183,728	183,583	—	6,632	5,542	19.7%
Maine	126,975	116,662	8.8	5,960	5,732	4.0
Massachusetts	245,057	252,545	(3.0)	9,511	13,854	(31.3)
New Hampshire	42,239	40,593	4.1	7,380	4,775	54.6
Rhode Island	11,775	32,809	(64.1)	2,535	4,049	(37.4)
Vermont	38,737	36,274	6.8	3,461	3,180	8.8
Central Atlantic States						
Delaware	50,528	46,602	8.4	2,164	3,324	(34.9)
District of Columbia	20,997	21,393	(1.9)	558	435	28.3
Maryland	238,103	208,168	14.4	38,637	23,629	63.5
New Jersey	445,512	436,162	2.1	25,412	20,714	22.7
New York	518,586	439,452	18.0	43,487	44,514	(2.3)
Pennsylvania	769,798	734,690	4.8	45,147	67,066	(32.7)
Lower Atlantic States						
Florida	706,762	664,162	6.4	69,020	50,191	37.5
Georgia	664,749	633,818	9.1	41,087	29,836	37.7
North Carolina	512,560	501,663	2.2	24,302	21,231	14.0
South Carolina	293,068	291,490	0.5	15,312	13,990	9.4
Virginia	437,519	408,060	7.2	26,835	36,175	(25.8)
West Virginia	121,288	123,877	(2.1)	20,517	28,228	(27.3)
Total	**5,426,879**	**5,172,003**	**4.9**	**387,956**	**376,637**	**3.0**
PAD District 2						
Illinois	586,969	574,188	2.2	27,655	57,274	(51.7)
Indiana	693,369	692,209	0.2	8,876	21,140	(58.0)
Iowa	298,367	313,635	(4.9)	15,152	13,427	12.8
Kansas	260,522	252,239	3.3	20,397	13,639	49.5
Kentucky	329,045	335,968	(2.1)	19,483	60,273	(67.6)
Michigan	454,673	425,802	6.8	33,974	26,172	29.8
Minnesota	289,062	284,668	1.5	26,285	17,616	49.2
Missouri	448,082	438,179	2.3	30,113	22,600	33.2
Nebraska	186,417	181,963	2.4	20,026	13,540	47.9
North Dakota	93,017	90,792	2.5	5,793	6,356	(8.9)
Ohio	831,466	810,585	2.6	80,807	34,486	134.3
Oklahoma	387,890	401,738	(3.4)	48,099	51,427	(6.5)
South Dakota	95,079	95,895	(0.8)	3,428	4,074	(15.9)
Tennessee	513,316	503,273	2.0	38,501	27,822	38.4
Wisconsin	349,753	342,908	2.0	14,810	18,333	(19.2)
Total	**5,817,027**	**5,744,012**	**1.3**	**393,399**	**390,178**	**0.8**
PAD District 3						
Alabama	357,890	345,705	3.5	45,515	58,889	(22.7)
Arkansas	288,154	285,945	0.8	30,214	27,794	8.7
Louisiana	325,752	362,139	(10.0)	61,288	80,101	(23.5)
Mississippi	280,338	268,572	4.4	49,583	58,427	(15.1)
New Mexico	177,728	168,017	5.8	32,383	22,615	43.2
Texas	1,550,477	1,514,092	2.4	97,525	233,404	(58.2)
Total	**2,980,429**	**2,944,470**	**1.2**	**316,507**	**481,230**	**(34.2)**
PAD District 4						
Colorado	199,169	202,150	(1.5)	26,065	37,327	(30.2)
Idaho	97,057	93,509	3.8	8,268	10,191	(18.9)
Montana	106,862	113,853	(6.1)	129,801	13,829	925.4
Utah	132,393	130,617	1.4	8,415	17,630	(52.3)
Wyoming	115,572	104,249	10.9	25,230	46,263	(45.5)
Total	**651,053**	**644,738**	**1.0**	**197,779**	**125,240**	**57.9**
PAD District 5						
Alaska	106,978	98,646	8.4	32,836	8,786	273.7
Arizona	267,552	228,929	16.9	23,053	28,642	(19.5)
California	1,387,378	1,399,258	(0.8)	173,877	151,731	14.6
Hawaii	18,589	17,548	5.9	2,527	2,440	3.6
Nevada	92,782	77,184	20.2	18,174	38,103	(52.3)
Oregon	243,977	199,543	21.9	33,971	25,786	31.7
Washington	287,005	275,452	4.2	36,607	45,089	(18.8)
Total	**2,404,262**	**2,292,560**	**4.9**	**321,045**	**300,577**	**6.8**
U.S. Total	**17,279,650**	**16,797,423**	**2.9**	**1,616,685**	**1,673,951**	**(3.4)**

Source: Energy Information Administration, Petroleum Marketing Monthly, July, 1986, and *NPN Factbook* 1985 for 1984 data.

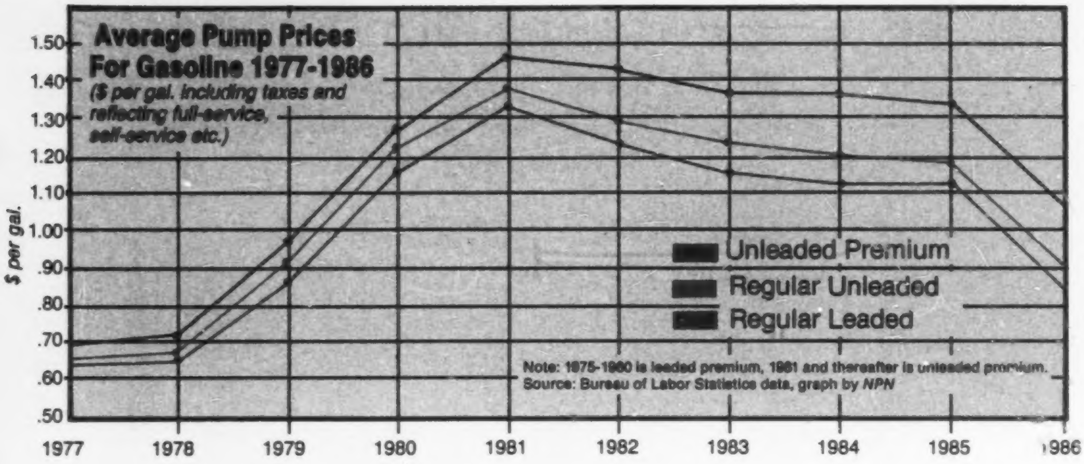
Diesel Fuel Consumption by States—1986

The table below, prepared by the Federal Highway Administration, shows gross gal. of special fuels, but this is primarily diesel fuel. Included are small amounts of liquefied petroleum gas. In most cases, FHA says, the data reflect retail sales, although few states tax special fuels at the wholesale level. This is a preliminary report for 1986 and includes some estimates.

(Add 000 gal.)

State	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Total
Alabama	36,026	28,148	27,683	42,473	24,723	28,419	40,722	26,325	27,078	36,886	32,468	24,568	375,521
Alaska	5,435	17,316	10,334	12,785	4,165	901	6,104	20,051	6,856	17,995	6,104	6,641	99,173
Arizona	22,370	19,136	23,617	20,167	23,321	25,419	28,688	19,503	29,431	21,698	23,440	19,452	276,242
Arkansas	22,719	23,323	26,514	25,522	23,203	28,117	25,485	26,055	28,126	9,163	41,533	22,686	302,446
California	123,181	123,181	123,181	126,913	126,913	126,913	140,020	140,020	140,020	144,106	144,106	144,106	1,602,660
Colorado	10,896	17,094	17,791	14,635	15,841	19,907	15,065	15,530	18,513	11,547	17,636	16,278	190,733
Connecticut	14,396	12,257	15,807	16,651	15,843	14,758	15,450	16,756	15,881	17,167	12,821	15,101	182,888
Delaware	5,638	4,489	3,062	5,133	4,983	2,994	4,699	4,869	3,039	5,691	4,652	4,685	53,934
Dist. of Col.	1,891	1,719	1,763	1,828	1,942	1,851	1,966	1,931	1,807	2,000	1,700	1,756	22,154
Florida	64,885	62,165	66,154	65,963	64,652	59,403	58,256	58,514	58,366	66,070	62,443	62,443	749,314
Georgia	63,404	54,439	54,478	68,707	63,104	57,211	63,670	59,071	63,400	61,628	56,855	58,322	724,289
Hawaii	1,514	1,460	1,567	1,807	1,602	2,374	1,335	1,653	1,347	2,077	1,665	2,121	20,542
Idaho	11,687	12,649	1,158	10,618	11,040	1,227	13,619	10,589	920	13,897	11,730	869	100,003
Illinois	60,968	49,165	50,504	53,522	59,045	60,656	68,630	60,337	63,726	67,793	59,415	62,339	716,100
Indiana	60,263	50,959	58,891	62,423	58,175	83,542	33,743	90,925	29,325	57,061	64,519	45,493	695,319
Iowa	18,043	21,108	25,990	23,780	19,373	31,691	20,618	21,926	32,746	26,671	20,858	30,166	292,970
Kansas	18,405	21,419	20,359	24,658	25,630	23,952	26,469	17,838	26,553	11,316	23,993	18,057	258,669
Kentucky	30,721	26,381	31,065	29,335	30,114	31,516	25,870	31,292	27,262	29,861	42,377	33,773	369,587
Louisiana	38,599	29,748	24,676	30,023	22,916	34,538	27,667	24,074	31,164	32,985	32,735	24,450	353,575
Maine	11,331	11,833	9,546	10,221	13,723	9,875	11,964	13,440	10,747	13,195	12,323	14,958	143,176
Maryland	21,300	20,153	24,909	22,663	23,598	25,179	25,685	20,973	23,716	26,464	20,051	25,916	280,607
Massachusetts	19,024	19,892	21,705	23,371	20,528	23,040	22,868	21,965	25,517	23,601	19,833	27,063	268,407
Michigan	36,211	28,928	38,616	51,319	33,497	47,497	36,121	33,541	53,961	36,767	30,394	58,648	485,500
Minnesota	19,855	20,691	25,572	22,973	23,651	26,444	24,377	25,480	28,275	24,197	27,711	25,048	294,274
Mississippi	26,518	19,241	24,206	31,344	20,500	23,875	29,482	22,217	30,074	27,095	22,142	23,988	300,682
Missouri	36,145	32,219	39,154	49,725	26,881	41,618	47,758	32,961	49,552	45,481	35,100	45,796	482,368
Montana	10,890	5,569	7,729	10,459	6,636	9,446	11,325	6,505	10,422	11,715	7,060	9,436	107,192
Nebraska	12,756	14,961	17,529	13,826	17,398	17,850	13,763	17,683	18,049	15,284	16,517	17,127	192,745
Nevada	2,192	19,257	1,056	4,908	16,619	2,078	9,738	15,284	1,236	3,174	22,528	1,083	99,153
New Hampshire	6,668	833	3,815	4,976	2,734	5,069	4,986	2,419	5,449	5,350	3,302	6,333	51,934
New Jersey	38,014	39,402	34,132	41,081	37,474	38,760	37,777	34,644	38,452	38,153	35,371	40,089	453,349
New Mexico	41,162	6,111	1,246	36,643	8,279	940	32,158	12,953	1,200	29,014	16,975	—	203,706
New York	38,691	37,989	38,876	37,570	42,791	40,673	37,916	42,398	39,495	43,020	39,706	39,223	478,348
North Carolina	29,469	49,551	56,171	39,943	46,431	57,662	37,118	44,787	56,096	16,152	74,503	52,219	560,102
North Dakota	4,457	3,479	6,024	8,630	6,032	12,527	7,327	5,160	14,323	2,651	13,050	6,515	90,175
Ohio	67,418	60,842	64,011	72,082	66,424	62,792	64,552	73,654	73,130	73,771	71,665	63,635	813,964
Oklahoma	28,012	30,283	36,163	32,368	28,201	36,575	29,022	27,903	35,303	25,735	26,033	36,922	372,520
Oregon	—	—	—	—	—	—	—	—	—	—	—	—	—
Pennsylvania	67,197	61,507	67,532	70,808	69,744	69,308	69,074	69,592	71,114	76,170	61,412	63,793	817,251
Rhode Island	2,826	2,826	2,826	2,879	2,879	2,879	4,495	4,495	4,495	4,993	4,993	4,993	45,579
South Carolina	23,889	19,820	32,029	27,064	27,481	32,536	23,333	22,767	36,253	32,413	21,947	27,230	326,762
South Dakota	7,790	7,205	7,458	7,171	7,895	7,681	8,038	8,015	7,489	7,876	7,633	9,268	93,517
Tennessee	42,733	29,618	51,700	41,957	39,638	52,299	36,714	44,939	55,401	47,252	34,385	53,810	530,446
Texas	124,135	123,650	137,734	126,312	118,038	84,201	134,795	128,189	119,001	132,048	116,726	121,693	1,466,522
Utah	17,172	10,793	4,674	5,005	21,891	11,927	5,603	22,823	6,316	7,681	20,564	7,864	142,313
Vermont	2,415	5,323	2,314	2,854	4,890	2,849	1,673	6,676	2,776	1,920	6,905	427	41,022
Virginia	35,887	37,314	36,653	42,178	36,653	49,627	39,788	40,541	39,948	44,469	37,835	37,278	478,171
Washington	16,610	26,152	29,966	28,739	44,322	35,086	25,083	18,985	39,517	18,994	33,221	22,433	339,108
West Virginia	9,738	10,454	10,833	12,936	11,282	6,681	11,831	10,351	12,528	17,793	9,100	11,811	135,338
Wisconsin	28,257	24,140	36,376	25,761	28,601	37,055	26,448	29,788	38,891	29,746	29,003	37,419	371,485
Wyoming	11,043	8,615	10,487	8,911	10,830	12,133	11,965	12,819	11,951	5,551	10,431	10,431	125,166
U.S. Total	**1,450,850**	**1,364,807**	**1,465,636**	**1,553,620**	**1,462,126**	**1,519,749**	**1,500,891**	**1,521,206**	**1,552,545**	**1,523,317**	**1,549,529**	**1,512,736**	**17,901,004**
Puerto Rico	6,887	6,235	5,988	7,206	5,059	4,569	4,595	4,797	5,422	4,843	3,790	4,429	43,820
Grand Total	**1,457,737**	**1,371,042**	**1,471,624**	**1,560,826**	**1,467,185**	**1,524,318**	**1,505,486**	**1,526,003**	**1,557,967**	**1,528,160**	**1,553,319**	**1,521,165**	**18,034,824**

Source: Federal Highway Administration, Monthly Gasoline Reports, 1986.



Average Pump Prices For Gasoline 1977-1986

($ per gal. including taxes and reflecting full-service, self-service etc.)

Note: 1975-1980 is leaded premium, 1981 and thereafter is unleaded premium.
Source: Bureau of Labor Statistics data, graph by *NPN*

Gasoline Prices by Grades and Months

(U.S. averages, retail, in ¢ per gal. including taxes and types of service.)

		Leaded Regular	Unleaded Regular	Unleaded Premium (a)	Average for All Types
1986	January	110.7	119.4	133.6	119.0
	February	103.4	112.0	128.2	111.9
	March	89.4	98.1	116.0	98.3
	April	81.5	88.8	106.1	89.5
	May	85.2	92.3	107.5	92.7
	June	88.5	95.5	110.0	95.8
	July	82.2	89.0	104.5	89.5
	August	77.8	84.3	99.9	84.8
	September	79.7	86.0	101.0	86.4
	October	77.1	83.1	98.7	83.7
	November	76.2	82.1	98.0	82.7
	December	76.4	82.3	98.4	83.0
	Average	**85.7**	**92.7**	**108.5**	**93.1**
1985	January	106.0	114.8	130.4	114.5
	February	104.1	113.1	129.0	112.8
	March	107.1	115.9	131.0	115.5
	April	111.9	120.5	134.0	119.9
	May	114.4	123.1	136.0	122.3
	June	115.3	124.1	137.1	123.3
	July	115.4	124.2	136.7	123.3
	August	114.3	122.9	135.9	122.2
	September	112.9	121.6	134.9	120.9
	October	111.7	120.4	134.2	119.8
	November	112.3	120.7	133.9	120.1
	December	112.3	120.8	134.4	120.3
	Average	**111.5**	**120.2**	**134.0**	**119.6**
1984	January	113.1	121.6	136.9	120.0
	February	112.5	120.9	136.1	119.3
	March	112.5	121.0	136.2	119.4
	April	114.5	122.7	137.5	121.1
	May	115.4	123.6	138.0	122.1
	June	114.7	122.9	137.7	121.4
	July	112.9	121.2	137.0	119.7
	August	111.6	119.6	135.5	118.4
	September	112.0	120.3	136.0	118.9
	October	112.7	120.9	136.5	119.5
	November	112.4	120.7	136.4	119.3
	December	110.9	119.3	135.4	117.9
	Average	**112.9**	**121.2**	**136.5**	**119.8**
Average	1983	115.7	124.1	138.3 (a)	122.5
	1982	122.2	129.6	141.5 (a)	128.1
	1981 (b)	131.1	137.8	141.5 (a)	128.1
	1980	119.1	124.5	128.1 (a)	122.1
	1979	85.7	90.3	92.2 (a)	88.2
	1978	62.6	67.0	69.4 (a)	65.2
	1977	62.2	65.6	67.4 (a)	NA
	1976	59.0	61.4	63.6 (a)	NA

(a) In January 1984, this series was switched from leaded premium to unleaded premium to reflect changing market conditions.

(b) Data for 1981 and earlier are for leaded premium. Beginning in September 1981, Bureau of Labor Statistics changed the weights used in the calculation of average motor gasoline prices. In the fourth column above, gasohol is included and unleaded premium is weighted more heavily.

Source: Department of Energy, Monthly Energy Review, December 1987.

Retail Gasoline Prices by Months and Grades

(In $ per gal., including appropriate federal, state and local taxes, and representative of full-service, self-service and mini-service pumps and stations. Although single-city identifications are used in the table below, each is actually a Standard Metropolitan Statistical Area or a Standard Consolidated Area as defined by the Office of Management and Budget and normally used by the Bureau of Labor Statistics, Census Bureau, etc.)

Gasoline—All Types*

Standard Metropolitan Statistical Areas**	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Average For Year
U.S. City Average	$1.190	$1.119	$0.983	$0.895	$0.927	$0.958	$0.895	$0.848	$0.864	$0.837	$0.827	$0.830	$0.931
GROUP A-1 and A-2 (POPULATION 1,250,000 AND UP)													
Chicago, N'Western Ind.	1.266	1.160	1.013	.908	.970	1.027	.934	.877	.902	.869	.895	.918	.978
Detroit	1.255	1.095	.904	.837	.945	.961	.876	.861	.851	.816	.849	.833	.923
L.A.-Long Beach-Anaheim	1.173	1.109	1.025	1.002	1.031	1.041	.952	.888	.896	.851	.822	.814	.967
N.Y.-N'Eastern N.J.	1.242	1.198	1.067	.911	.907	.949	.902	.862	.864	.856	.843	.852	.954
Philadelphia	1.197	1.146	1.001	.833	.879	.927	.871	.819	.835	.820	.808	.809	.913
GROUP B (POPULATION 385,000 to 1,250,000)													
Anchorage, Alas.	1.191	1.189	1.159	1.019	.960	.933	.919	.917	.922	.925	.890	.897	.993
Baltimore, Md.	1.202	1.163	1.068	.947	.924	.943	.913	.875	.876	.856	.838	.842	.954
Boston, Mass.	1.214	1.181	1.064	.924	.905	.943	.913	.829	.845	.841	.843	.844	.946
Cincinnati, Ohio-Ky.-Ind.	1.141	1.043	.851	.798	.907	.905	.807	.788	.811	.767	.785	.810	.868
Denver-Boulder, Colo.	1.050	.923	.762	.800	.805	.870	.821	.805	.859	.823	.817	.802	.845
Miami, Fla.	1.237	1.195	1.066	.936	.923	.947	.909	.889	.908	.896	.891	.898	.975
Milwaukee, Wis.	1.165	1.041	.871	.822	.930	.976	.833	.812	.858	.813	.818	.836	.898
N'Eastern Penna.	1.224	1.137	.944	.852	.910	.945	.853	.807	.834	.832	.829	.831	.917
Portland, Ore.-Wash.	1.143	1.114	.963	.853	.870	.902	.900	.853	.854	.820	.778	.772	.902
St. Louis, Mo.-Ill.	1.134	1.045	.919	.841	.877	.911	.840	.785	.800	.778	.784	.794	.876
San Diego, Calif.	1.202	1.140	1.042	1.023	1.055	1.068	.970	.893	.918	.874	.833	.838	.986
Seattle-Everett, Wash.	1.192	1.171	1.035	.906	.938	.961	.954	.907	.913	.880	.822	.814	.958
Washington, D.C.-Md.-Va.	1.261	1.218	1.118	1.004	.991	1.009	.979	.954	.952	.939	.917	.922	1.022
GROUP C (POPULATION 75,000 to 385,000)													
Atlanta, Ga.	1.172	1.097	.935	.828	.865	.888	.839	.798	.795	.770	.767	.768	.877
Buffalo, N.Y.	1.220	1.136	.989	.873	.881	.935	.828	.772	.812	.786	.778	.784	.899
Cleveland, Ohio	1.203	1.102	.941	.867	.952	.959	.877	.834	.862	.814	.830	.857	.925
Dallas-Fort Worth, Tex.	1.117	1.081	.958	.803	.798	.830	.807	.752	.747	.731	.712	.718	.836
Honolulu, Hawaii	1.405	1.403	1.315	1.220	1.202	1.212	1.192	1.127	1.133	1.106	1.084	1.075	1.206
Houston, Tex.	1.105	1.051	.896	.776	.775	.828	.776	.729	.747	.736	.726	.730	.821
Kansas City, Mo.-Kan.	1.068	.921	.776	.758	.834	.892	.769	.717	.773	.716	.733	.735	.801
Minneapolis-St. Paul, Minn.-Wis.	1.207	1.107	.951	.884	.945	.993	.935	.875	.927	.882	.861	.851	.952
Pittsburgh, Pa.	1.205	1.146	.982	.840	.877	.925	.842	.776	.813	.787	.787	.791	.898
San Francisco-Oakland, Calif.	1.221	1.181	1.038	.963	1.006	1.020	.941	.889	.898	.856	.638	.840	.974

Gasoline-Leaded Regular*

Standard Metropolitan Statistical Area**	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Average For Year
U.S. City Average	$1.107	$1.034	$0.894	$0.815	$0.852	$0.885	$0.822	$0.778	$0.797	$0.771	$0.762	$0.764	$0.857
GROUP A-1 and A-2 (POPULATION 1,250,000 AND UP)													
Chicago-N'Western Ind.	1.187	1.065	.923	.831	.904	.963	.876	.830	.851	.809	.841	.860	.911
Detroit	1.172	.994	.806	.746	.864	.881	.787	.777	.762	.714	.750	.742	.833
L.A.-Long Beach-Anaheim	1.067	.997	.905	.910	.932	.944	.855	.806	.820	.782	.768	.765	.829
N.Y.-N'Eastern N.J.	1.145	1.099	.968	.818	.813	.857	.810	.761	.765	.762	.755	.759	.859
Philadelphia	1.142	1.095	.954	.797	.844	.890	.827	.781	.790	.778	.766	.768	.869
GROUP B (POPULATION 385,000 to 1,250,000)													
Anchorage, Alas.	1.151	1.148	1.116	.981	.918	.890	.876	.873	.877	.877	.845	.851	.950
Baltimore, Md.	1.124	1.083	.989	.865	.846	.872	.843	.798	.800	.783	.760	.766	.878
Boston, Mass.	1.114	1.064	.968	.833	.823	.862	.823	.742	.758	.756	.763	.762	.858
Cincinnati, Ohio-Ky.-Ind.	1.076	.979	.795	.740	.853	.854	.758	.729	.757	.718	.732	.754	.813
Denver-Boulder, Colo.	.990	.869	.710	.748	.752	.812	.764	.745	.796	.765	.755	.746	.788
Miami, Fla.	1.144	1.113	.986	.844	.831	.863	.833	.814	.831	.818	.828	.835	.895
Milwaukee, Wis.	1.112	.996	.830	.783	.883	.934	.797	.767	.818	.781	.783	.800	.857
N'Eastern Penna.	1.159	1.077	.900	.813	.864	.904	.806	.761	.789	.788	.784	.785	.869
Portland, Ore.-Wash.	1.064	1.034	.892	.781	.805	.839	.837	.792	.797	.768	.730	.728	.839
St. Louis, Mo.-Ill.	1.059	.962	.827	.754	.799	.843	.766	.710	.720	.699	.706	.721	.800
San Diego, Calif.	1.084	1.027	.924	.902	.942	.953	.848	.778	.812	.767	.734	.744	.877
Seattle-Everett, Wash.	1.132	1.089	.952	.812	.865	.888	.884	.884	.855	.824	.771	.772	.890
Washington, D.C.-Md.-Va.	1.132	1.086	.989	.877	.857	.879	.851	.821	.821	.802	.783	.736	.891
GROUP C (POPULATION 75,000 to 385,000)													
Atlanta, Ga.	1.071	.988	.806	.717	.756	.779	.785	.687	.692	.666	.667	.667	.768
Buffalo, N.Y.	1.170	1.090	.948	.834	.844	.899	.790	.734	.777	.754	.741	.748	.861
Cleveland, Ohio	1.096	.985	.820	.749	.851	.862	.773	.736	.763	.714	.732	.764	.821
Dallas-Fort Worth, Tex.	1.059	1.020	.898	.741	.756	.782	.763	.710	.704	.685	.670	.674	.788
Honolulu, Hawaii	1.291	1.280	1.186	1.085	1.057	1.063	1.047	.985	1.001	.990	.973	.961	1.080
Houston, Tex.	1.032	.977	.818	.695	.712	.760	.708	.664	.679	.668	.659	.664	.753
Kansas City, Mo.-Kan.	1.001	.864	.722	.709	.792	.848	.717	.674	.723	.673	.687	.689	.758
Minneapolis-St Paul, Minn.-Wis.	1.155	1.052	.900	.836	.896	.946	.889	.828	.878	.833	.810	.804	.903
Pittsburgh, Pa.	1.148	1.099	.927	.796	.835	.880	.799	.738	.779	.754	.750	.757	.855
San Francisco-Oakland, Calif.	1.111	1.068	.924	.839	.888	.903	.829	.780	.805	.711	.752	.759	.869

(*) In $/gal., including federal, state and local taxes and reflecting full-service, self-service and mini-service marketing; (**) As defined and used by Census Bureau and federal agencies for market comparisons.

Source: Bureau of Labor Statistics, Department of Commerce.

in Selected Areas—1986*

Gasoline-Unleaded Regular*

Standard Metropolitan Statistical Area**	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Average For Year
U.S. City Average	$1.194	$1.120	$0.981	$0.888	$0.923	$0.955	$0.890	$0.843	$0.860	$0.831	$0.821	$0.823	$0.928
GROUP A-1 and A-2 (POPULATION 1,250,000 AND UP)													
Chicago-N'Western Ind.	1.257	1.149	.994	.881	.943	1.003	.904	.842	.871	.842	.865	.889	.953
Detroit	1.271	1.121	.925	.854	.963	.979	.898	.877	.872	.841	.874	.855	.944
L.A.-Long Beach-Anaheim	1.175	1.105	1.022	.981	1.015	1.024	.936	.879	.887	.839	.812	.802	.957
N.Y.-N'Eastern N.J.	1.205	1.157	1.022	.864	.860	.905	.856	.813	.815	.806	.794	.802	.908
Philadelphia	1.176	1.124	.971	.794	.844	.893	.841	.785	.803	.784	.772	.773	.880
GROUP B (POPULATION 385,000 to 1,250,000)													
Anchorage, Alas.	1.198	1.196	1.167	1.021	.961	.934	.919	.917	.923	.929	.894	.902	.997
Baltimore, Md.	1.179	1.135	1.034	.910	.889	.909	.877	.838	.842	.823	.804	.808	.921
Boston, Mass.	1.200	1.165	1.040	.895	.880	.918	.887	.809	.823	.814	.814	.816	.922
Cincinnati, Ohio-Ky.-Ind.	1.135	1.031	.831	.778	.893	.890	.790	.775	.796	.751	.772	.797	.853
Denver-Boulder, Colo.	1.080	.948	.787	.824	.831	.898	.848	.835	.891	.854	.850	.831	.873
Miami, Fla.	1.213	1.171	1.036	.919	.904	.927	.892	.872	.890	.881	.867	.865	.953
Milwaukee, Wis.	1.172	1.043	.872	.820	.934	.978	.832	.815	.859	.811	.818	.837	.899
N'Eastern Penna.	1.236	1.143	.934	.842	.907	.936	.844	.796	.824	.821	.818	.821	.910
Portland, Ore.-Wash.	1.172	1.142	.982	.873	.897	.927	.924	.874	.871	.831	.787	.779	.921
St. Louis, Mo.-Ill.	1.123	1.045	.913	.837	.864	.888	.826	.773	.791	.767	.773	.782	.865
San Diego, Calif.	1.215	1.150	1.056	1.039	1.067	1.081	.981	.920	.939	.895	.852	.852	1.000
Seattle-Everett, Wash.	1.203	1.171	1.026	.926	.949	.972	.963	.912	.915	.881	.817	.804	.970
Washington, D.C.-Md.-Va.	1.229	1.183	1.076	.961	.952	.973	.940	.913	.910	.898	.876	.880	.983
GROUP C (POPULATION 75,000 to 385,000)													
Atlanta, Ga.	1.194	1.116	.954	.836	.875	.896	.851	.809	.804	.777	.769	.770	.888
Buffalo, N.Y.	1.220	1.132	.983	.864	.870	.925	.820	.760	.801	.773	.766	.771	.891
Cleveland, Ohio	1.188	1.080	.914	.843	.930	.935	.851	.812	.839	.788	.804	.835	.902
Dallas-Fort Worth, Tex.	1.115	1.082	.958	.801	.786	.819	.794	.742	.740	.723	.702	.708	.831
Honolulu, Hawaii	1.422	1.420	1.332	1.233	1.214	1.227	1.204	1.132	1.136	1.129	1.104	1.096	1.221
Houston, Tex.	1.082	1.027	.862	.739	.744	.803	.752	.702	.725	.709	.697	.704	.796
Kansas City, Mo.-Kan.	1.086	.934	.788	.768	.842	.900	.777	.722	.782	.722	.740	.741	.817
Minneapolis, St. Paul, Minn.-Wis.	1.225	1.125	.966	.897	.959	1.006	.946	.888	.940	.895	.875	.863	.970
Pittsburgh, Pa.	1.200	1.133	.972	.826	.863	.913	.826	.759	.796	.767	.769	.773	.883
San Francisco-Oakland, Calif.	1.218	1.178	1.033	.964	1.007	1.020	.938	.895	.908	.864	.842	.842	.976

Gasoline-Unleaded Premium*

Standard Metropolitan Statistical Area**	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Average For Year
U.S. City Average	$1.336	$1.282	$1.160	$1.061	$1.075	$1.100	$1.045	$0.999	$1.010	$0.987	$0.980	$0.984	$1.085
GROUP A-1 and A-2 (POPULATION 1,250,000 AND UP)													
Chicago-N'Western Ind.	1.428	1.353	1.231	1.133	1.182	1.212	1.131	1.076	1.094	1.052	1.080	1.101	1.173
Detroit	1.388	1.217	1.044	1.002	1.055	1.069	.983	1.004	.966	.943	.962	.948	1.048
L.A.-Long Beach-Anaheim	1.311	1.273	1.188	1.167	1.200	1.204	1.110	1.043	1.061	1.012	.990	.990	1.129
N.Y.-N'Eastern N.J.	1.355	1.317	1.194	1.037	1.029	1.067	1.023	.990	.991	.982	.965	.975	1.078
Philadelphia	1.337	1.280	1.149	.983	1.023	1.067	1.012	.960	.979	.970	.956	.960	1.057
GROUP B (POPULATION 385,000 to 1,250,000)													
Anchorage, Alas.	N.A.	1.310	1.289	1.170	1.134	1.110	1.106	1.115	1.112	1.112	1.051	1.062	1.143
Baltimore, Md.	1.329	1.304	1.219	1.109	1.075	1.086	1.060	1.028	1.023	1.002	.987	.989	1.101
Boston, Mass.	1.340	1.309	1.207	1.069	1.036	1.072	1.051	.956	.975	.974	.977	.974	1.078
Cincinnati, Ohio-Ky.-Ind.	1.326	1.239	1.052	1.009	1.086	1.082	.993	.984	.996	.947	.966	.975	1.057
Denver-Boulder, Colo.	1.232	1.112	.934	.983	.973	1.051	1.007	.994	1.031	.984	.982	.961	1.020
Miami, Fla.	1.319	1.271	1.147	1.008	.996	1.017	.972	.951	.972	.958	.946	.958	1.043
Milwaukee, Wis.	1.322	1.200	1.031	.989	1.083	1.120	.988	.965	1.006	.955	.953	.969	1.048
N'Eastern Penna.	1.357	1.282	1.112	1.001	1.060	1.095	1.024	.984	.999	1.002	1.002	1.008	1.078
Portland, Ore.-Wash.	1.326	1.305	1.128	1.017	1.009	1.034	1.034	.995	.997	.967	.920	.914	1.054
St. Louis, Mo.-Ill.	1.341	1.229	1.132	1.037	1.084	1.124	1.053	.992	1.010	.991	.993	.999	1.083
San Diego, Calif.	1.389	1.342	1.244	1.224	1.255	1.273	1.185	1.117	1.138	1.104	1.048	1.059	1.198
Seattle, Everett, Wash.	1.329	1.317	1.218	1.086	1.093	1.115	1.109	1.070	1.074	1.031	.981	.971	1.116
Washington, D.C.-Md.-Va.	1.450	1.416	1.327	1.214	1.196	1.205	1.182	1.166	1.162	1.152	1.128	1.136	1.228
GROUP C (POPULATION 75,000 to 385,000)													
Atlanta, Ga.	1.288	1.240	1.093	.980	1.010	1.039	.972	.946	.935	.912	.915	.919	1.021
Buffalo, N.Y.	1.323	1.250	1.096	.980	.994	1.040	.936	.890	.924	.893	.890	.903	1.010
Cleveland, Ohio	1.377	1.304	1.153	1.077	1.139	1.145	1.075	1.024	1.045	1.009	1.028	1.038	1.118
Dallas-Fort Worth, Tex.	1.239	1.199	1.079	.935	.923	.963	.941	.872	.859	.853	.832	.841	.962
Honolulu, Hawaii	N.A.	1.468	1.407	1.352	1.333	1.334	1.325	1.295	1.290	1.271	1.258	1.252	1.326
Houston, Tex.	1.275	1.225	1.092	.944	.953	.999	.945	.903	.912	.912	.903	.898	1.000
Kansas City, Mo.-Kan.	1.245	1.086	.932	.903	.968	1.036	.936	.872	.936	.861	.876	.881	.997
Minneapolis-St. Paul, Minn.-Wis.	1.325	1.230	1.086	1.017	1.071	1.118	1.068	1.000	1.051	1.014	.991	.978	1.079
Pittsburgh, Pa.	1.349	1.303	1.142	.995	1.023	1.073	1.002	.934	.978	.959	.958	.956	1.057
San Francisco-Oakland, Calif.	1.401	1.368	1.234	1.151	1.184	1.198	1.122	1.073	1.073	1.019	1.020	1.020	1.155

(*) In $/gal., including federal, state and local taxes and reflecting full-service, self-service and mini-service marketing; (**) As defined and used by Census Bureau and federal agencies for market comparisons.

Source: Bureau of Labor Statistics, Department of Commerce.

Retail Gasoline Prices For Selected Areas*

	1986				1985				1984			
Standard Metropolitan Statistic Areas**	**Lead Reg.**	**Unld. Reg.**	**Unld. Prem.**	**All Types**	**Lead Reg.**	**Unld. Reg.**	**Unld. Prem.**	**All Types**	**Lead Reg.**	**Unld. Reg.**	**Unld. Prem.**	**All Types**
U.S. City Average	**$0.857**	**$0.928**	**$1.085**	**$0.931**	**$1.12**	**$1.20**	**$1.34**	**$1.20**	**$1.14**	**$1.21**	**$1.37**	**$1.20**
Group A-1 and A-2 (Population 1,250,000 And Up)												
Chicago-N'Western Ind.	.911	.953	1.173	.978	1.09	1.15	1.42	1.26	1.21	1.28	1.47	1.27
Detroit	.833	.944	1.048	.923	1.17	1.26	1.37	1.25	1.24	1.28	1.49	1.28
L.A.-Long Beach-Anaheim	.829	.957	1.129	.967	1.08	1.19	1.36	1.19	1.10	1.21	1.36	1.19
N.Y.-N'Eastern N.J.	.859	.908	1.078	.954	1.11	1.19	1.33	1.22	1.12	1.19	1.34	1.20
Philadelphia	.869	.880	1.057	.913	1.11	1.16	1.32	1.18	1.14	1.21	1.35	1.21
Group B (Population 385,000 to 1,250,000)												
Anchorage, Alas.	.950	.997	1.143	.993	1.18	1.24	NA	1.23	1.20	1.29	1.43	1.26
Baltimore, Md.	.878	.921	1.101	.954	1.09	1.16	1.33	1.19	1.09	1.16	1.31	1.17
Boston, Mass.	.858	.922	1.078	.946	1.08	1.17	1.33	1.19	1.08	1.18	1.33	1.16
Cincinnati, Ohio-Ky.-Ind.	.813	.853	1.057	.868	1.09	1.15	1.31	1.15	1.15	1.22	1.37	1.20
Denver-Boulder, Colo.	.788	.873	1.020	.845	1.06	1.16	1.29	1.12	1.05	1.15	NA	1.10
Miami, Fla.	.895	.953	1.043	.975	1.12	1.21	1.31	1.23	1.13	1.22	1.34	1.21
Milwaukee, Wis.	.857	.899	1.048	.898	1.13	1.20	1.33	1.19	1.15	1.20	1.37	1.19
N'Eastern Penna.	.869	.910	1.078	.917	1.15	1.23	1.35	1.21	1.14	1.20	1.34	1.20
Portland, Ore.-Wash.	.839	.921	1.054	.902	1.12	1.20	1.39	1.19	1.12	1.22	1.39	1.20
St. Louis, Mo.-Ill.	.800	.865	1.083	.876	1.06	1.14	1.31	1.13	1.09	1.14	NA	1.14
San Diego, Calif.	.877	1.000	1.198	.986	1.12	1.25	1.41	1.24	1.16	1.21	1.39	1.23
Seattle-Everett, Wash.	.890	.970	1.116	.958	1.15	1.22	1.35	1.21	1.18	1.24	1.36	1.22
Washington, D.C.-Md.-Va.	.891	.983	1.228	1.022	1.15	1.26	1.41	1.27	1.20	1.27	1.45	1.28
Group C (Population 75,000 to 385,000)												
Atlanta, Ga.	.768	.888	1.021	.877	1.09	1.20	1.34	1.19	1.11	1.23	1.35	1.20
Buffalo, N.Y.	.861	.891	1.010	.899	1.15	1.20	1.31	1.20	1.17	1.25	NA	1.23
Cleveland, Ohio	.821	.902	1.118	.925	1.09	1.18	1.35	1.19	1.13	1.21	1.35	1.20
Dallas-Fort Worth, Tex.	.788	.831	.962	.836	1.10	1.14	1.32	1.16	1.07	1.16	1.31	1.15
Honolulu, Hawaii	1.080	1.221	1.326	1.206	1.27	1.40	NA	1.39	1.37	1.44	NA	1.45
Houston, Tex.	.753	.796	1.000	.821	1.02	1.11	1.28	1.11	1.02	1.12	1.29	1.12
Kansas City, Mo.-Kan.	.758	.817	.997	.801	1.04	1.12	1.25	1.11	1.08	1.14	NA	1.11
Minneapolis-St. Paul, Minn.-Wis.	.903	.970	1.079	.952	1.17	1.25	1.34	1.23	1.17	1.22	1.39	1.21
Pittsburgh, Pa.	.855	.883	1.057	.894	1.15	1.22	1.37	1.23	1.15	1.24	1.37	1.23
San Francisco-Oakland, Calif.	.869	.976	1.155	.974	1.14	1.25	1.41	1.25	1.16	1.30	1.47	1.29

(*) In $/gal., including federal, state and local taxes and reflecting full-service, self-service and mini-service marketing; (**) As defined and used by Census Bureau and federal agencies for market comparisons.

Source: Bureau of Labor Statistics, Department of Commerce.

Wholesale Price Trends Through 1986

	Refinery products in eight refinery markets representing total U.S.						Crude	
					Average 4 products			
Year	**Motor gasoline ¢ gal.**	**Kero-sine ¢ gal.**	**Light fuel ¢ gal.**	**Heavy fuel ¢ gal.**	**¢ gal.**	**$/bbl.**	**8 areas $/bbl.**	**Products vs. crude $/bbl.**
1986 (a)	47.74	49.92	44.91	36.23	43.97	18.47	12.65	5.82
1985	81.11	81.69	76.66	56.41	73.06	30.69	24.090	6.60
1984	81.14	84.75	79.62	59.14	74.49	31.29	25.880	5.41
1983	86.97	85.12	80.05	57.30	75.33	31.64	26.190	5.51
1982	94.56	97.18	91.95	57.80	82.44	34.62	28.520	6.10
1981	101.63	101.03	97.20	61.17	88.75	37.28	31.770	5.51
1980	87.40	80.26	78.21	44.43	72.77	30.56	21.190	9.38
1979	56.84	56.50	54.47	33.63	49.50	20.79	12.640	8.15
1978	39.22	37.23	35.66	23.00	33.72	14.16	9.000	5.16
1977	36.99	35.81	34.41	25.87	32.21	13.95	8.570	5.38
1976	33.82	31.67	30.38	21.66	29.55	12.41	8.141	4.26
1975	30.27	27.41	26.09	22.03	27.03	11.35	7.560	3.79
1970	12.33	12.43	10.45	6.14	10.20	4.28	3.177	1.103
1965	11.52	11.28	9.04	4.81	9.12	3.83	2.864	0.966

(a) Preliminary

Source: Independent Petroleum Assn. of America. Product figures reflect trends in prices but not the actual sales realizations for producers or refiners.

Supplier Gasoline Prices, by Type of Seller

(¢ per gal., excluding taxes)

Year Month	Major Refiners			Other Refiners and Gas Plant Operators			Average		
	Sales to End-Users			Sales to End-Users			Sales to End-Users		
	Through Company Outlets	Other End-Users	Sales for Resale	Through Company Outlets	Other End-Users	Sales for Resale	Through Company Outlets	Other End-Users	Sales for Resale
1986									
January	91.8	81.3	78.4	86.9	79.8	71.0	90.3	80.8	76.7
February	83.8	70.8	67.2	77.7	68.2	58.2	81.9	70.0	65.0
March	68.1	57.2	54.0	63.4	53.1	46.9	66.7	55.7	52.4
April	60.9	54.6	52.9	57.6	52.1	48.1	59.9	53.8	51.8
May	65.2	60.3	59.1	62.3	57.7	54.3	64.4	59.5	57.9
June	66.7	58.8	55.9	63.5	54.9	49.9	65.8	57.5	54.5
July	60.1	49.3	47.4	56.6	45.9	40.8	59.1	48.0	45.8
August	57.2	49.5	49.1	53.5	45.5	44.0	56.2	47.7	47.9
September	57.9	50.0	49.9	54.6	47.2	44.6	56.9	48.8	48.7
October	54.8	47.4	47.2	51.6	44.7	42.8	53.8	46.2	46.1
November	54.7	48.5	48.2	51.3	45.0	43.8	53.7	46.8	47.1
December	57.2	49.2	48.4	51.9	45.5	43.9	55.6	47.6	47.3
1986 Average	**64.3**	**57.6**	**54.4**	**60.6**	**52.7**	**48.7**	**63.2**	**55.7**	**53.1**
1985									
January	86.5	78.6	76.6	83.2	75.9	70.7	85.5	78.2	75.2
February	85.5	78.7	77.7	81.6	78.4	72.4	84.4	78.7	76.4
March	88.7	82.2	82.2	85.7	82.3	77.8	87.9	82.2	81.1
April	94.0	88.1	87.0	91.1	84.9	82.9	93.2	87.4	86.0
May	95.9	89.8	88.6	93.2	86.6	84.2	95.2	89.2	87.5
June	96.6	89.9	88.9	94.3	86.2	84.0	95.9	89.1	87.7
July	96.8	90.0	88.3	94.3	86.5	84.1	96.1	89.3	87.3
August	95.6	87.8	86.1	92.9	84.9	81.7	94.8	87.3	85.0
September	93.7	85.9	84.5	90.6	81.5	79.3	92.8	84.8	83.2
October	92.8	85.7	84.2	88.9	83.0	79.7	91.7	84.9	83.1
November	93.8	87.4	85.8	89.9	84.1	81.4	92.7	86.1	84.7
December	94.3	86.4	84.3	89.9	83.2	78.6	92.9	85.4	83.0
1985 Average	**93.0**	**85.7**	**84.7**	**89.8**	**83.5**	**79.9**	**92.1**	**85.2**	**83.5**
1984 Average	**92.0**	**85.7**	**84.2**	**90.0**	**84.9**	**80.2**	**91.4**	**85.6**	**83.2**
1983 Average	**97.0**	**90.6**	**89.0**	**95.2**	**89.7**	**85.6**	**96.4**	**90.5**	**88.2**
1982 Average	**108.2**	**101.1**	**98.3**	**105.6**	**100.2**	**94.3**	**107.2**	**100.9**	**97.3**
1981 Average	**117.0**	**109.4**	**107.5**	**114.2**	**108.4**	**103.2**	**115.9**	**109.2**	**106.4**
1980 Average	**105.6**	**98.7**	**95.1**	**103.0**	**97.8**	**91.3**	**104.6**	**98.5**	**94.1**

Supplier Gasoline Prices, by Grade and Type

(¢ per gal., excluding taxes)

Year Month	Leaded Regular			Unleaded Regular			Premium		
	Sales to End-Users			Sales to End-Users			Sales to End-Users		
	Through Company Outlets	Other End-Users	Sales for Resale	Through Company Outlets	Other End-Users	Sales for Resale	Through Company Outlets	Other End-Users	Sales for Resale
1986									
January	83.4	78.5	72.4	90.5	80.6	76.5	103.4	89.1	86.5
February	74.8	66.9	60.2	81.7	69.3	64.7	96.6	81.0	76.4
March	59.8	52.3	48.2	66.1	55.3	51.9	82.4	66.4	62.8
April	54.1	52.3	49.1	59.3	52.9	51.1	72.7	61.1	59.8
May	59.0	58.1	55.2	64.1	58.7	57.5	75.6	66.0	65.5
June	60.3	56.2	51.3	65.2	56.5	53.9	77.2	64.4	62.8
July	53.5	46.4	42.5	58.0	47.0	45.0	71.4	55.2	54.1
August	50.5	47.1	45.1	55.0	46.8	47.0	68.1	53.8	55.5
September	51.4	48.4	45.8	55.7	47.9	47.5	68.6	54.0	56.5
October	48.3	45.1	43.5	52.5	45.4	44.8	65.6	52.8	53.8
November	48.2	45.8	44.6	52.2	45.8	45.6	65.5	53.8	54.7
December	50.0	46.4	44.6	54.0	46.5	45.8	67.2	54.9	55.1
1986 Average	**57.7**	**54.3**	**50.1**	**62.4**	**54.8**	**52.3**	**74.6**	**63.0**	**61.0**
1985									
January	78.1	75.2	70.7	85.8	79.1	76.0	96.3	86.3	84.6
February	77.1	75.3	72.1	84.6	79.6	77.4	95.3	86.2	85.4
March	80.5	78.6	76.8	88.0	83.7	82.1	98.7	88.4	89.9
April	85.7	83.6	81.4	93.5	88.7	87.1	103.3	96.2	94.7
May	87.6	85.4	82.9	95.6	90.4	88.8	105.4	98.4	96.1
June	88.2	85.5	83.1	96.4	90.2	89.0	105.8	97.5	96.2
July	88.4	86.6	83.3	96.5	89.7	88.1	106.1	96.5	95.2
August	87.1	85.1	81.1	95.1	87.2	85.7	104.9	94.8	93.2
September	85.6	82.2	79.2	93.1	85.2	83.8	104.7	93.0	92.1
October	84.8	82.2	79.4	92.1	85.4	83.4	105.1	92.1	91.8
November	85.8	83.0	80.9	93.1	86.5	85.0	105.4	92.3	93.3
December	85.8	82.1	78.7	93.3	85.8	83.0	105.6	94.2	92.2
1985 Average	**84.6**	**82.0**	**79.3**	**92.5**	**86.1**	**84.3**	**103.0**	**92.8**	**92.2**
1984 Average	**85.1**	**82.8**	**79.5**	**92.2**	**86.5**	**84.2**	**102.1**	**93.7**	**91.6**
1983 Average	**91.2**	**88.1**	**85.0**	**98.0**	**91.5**	**89.5**	**108.0**	**96.1**	**96.4**

Source: Energy Information Administration, Petroleum Marketing Monthly, December 1986, published March 1987.

Supplier Product Prices for Resale

(¢ per gal., excluding taxes)

						No. 2 Distillate					
Year Month	Finished Motor Gasoline	Finished Aviation Gasoline	Kerosine-Type Jet Fuel	Kerosine	No. 1 Distillate	No. 2 Fuel Oil	No. 2 Diesel Fuel	Average	No. 4 Fuel	Residual Fuel Oil	Propane (Consumer Grade)
1986											
January	76.7	109.8	77.0	83.8	82.7	73.7	73.3	73.6	65.1	51.7	43.9
February	65.0	108.9	68.0	67.2	63.9	56.4	56.0	56.3	51.3	38.7	35.4
March	52.4	102.2	58.1	60.9	57.3	51.9	47.4	50.0	44.9	31.6	29.2
April	51.8	98.5	49.4	52.6	56.6	45.9	46.3	46.1	40.5	28.0	27.3
May	57.9	95.6	46.7	50.4	54.0	45.2	44.1	44.7	34.9	26.5	28.5
June	54.5	92.2	44.5	50.1	46.8	40.0	39.6	39.7	33.3	26.2	28.3
July	45.8	86.7	39.9	40.7	40.9	34.8	34.0	34.4	27.3	21.9	25.3
August	47.9	83.0	39.3	48.1	48.1	40.0	38.8	39.3	33.0	23.6	24.6
September	48.7	81.6	42.2	49.2	49.1	41.6	41.8	41.7	33.3	28.1	24.8
October	46.1	82.9	43.7	47.8	48.2	41.0	40.9	41.0	32.3	27.6	25.1
November	47.1	81.8	43.5	51.2	50.6	42.4	41.8	42.1	35.9	27.4	24.3
December	47.3	81.3	45.3	53.3	51.4	44.2	43.5	43.9	39.6	30.3	23.6
1986 Average	**53.1**	**91.1**	**49.7**	**60.6**	**57.6**	**48.7**	**45.2**	**47.1**	**40.6**	**30.5**	**29.0**
1985											
January	75.2	114.5	79.6	85.8	82.2	75.7	74.9	75.4	71.9	64.8	40.1
February	76.4	114.0	79.5	86.5	80.6	75.2	74.2	74.8	72.2	65.0	39.3
March	81.1	113.6	78.9	85.7	82.6	76.1	75.6	75.9	67.3	62.4	38.0
April	86.0	112.6	79.4	84.7	86.1	79.3	79.2	79.2	67.5	60.3	37.9
May	87.5	113.2	78.2	80.4	85.4	76.5	78.9	77.7	66.0	55.0	38.1
June	87.7	113.7	76.1	75.9	82.4	72.9	75.5	74.3	64.0	52.4	37.0
July	87.3	113.6	75.2	76.9	79.9	70.3	72.3	71.4	62.3	53.9	36.3
August	85.0	113.3	76.8	79.7	79.0	72.1	72.5	72.3	60.3	53.2	36.5
September	83.2	113.0	79.2	85.9	84.5	77.0	76.3	76.7	61.5	56.1	37.6
October	83.1	113.0	81.6	90.1	87.9	81.7	80.5	81.1	64.6	54.9	39.7
November	84.7	112.6	83.6	93.6	93.1	84.9	84.3	84.7	66.4	53.6	43.0
December	83.0	108.1	83.1	92.7	93.0	83.2	82.1	82.8	72.6	55.1	46.8
1985 Average	**83.5**	**113.0**	**79.4**	**87.4**	**86.3**	**77.6**	**77.2**	**77.4**	**67.2**	**57.7**	**39.8**
1984 Average	**83.2**	**116.5**	**83.0**	**91.6**	**89.2**	**82.1**	**80.3**	**81.3**	**70.7**	**65.4**	**45.0**
1983 Average	**88.2**	**117.8**	**85.4**	**89.2**	**89.6**	**81.5**	**80.8**	**81.2**	**72.6**	**60.9**	**48.4**
1982 Average	**97.3**	**122.6**	**95.3**	**101.8**	**103.8**	**91.4**	**91.4**	**91.4**	**73.7**	**61.2**	**42.7**
1981 Average	**106.4**	**125.0**	**101.2**	**106.6**	**107.1**	**97.6**	**97.2**	**97.4**	**78.3**	**66.3**	**46.6**
1980 Average	**94.1**	**112.8**	**86.8**	**86.4**	**88.0**	**80.3**	**80.1**	**80.2**	**67.0**	**52.8**	**41.5**

Supplier Product Prices for End-Users

(¢ per gal., excluding taxes)

						No. 2 Distillate					
Year Month	Finished Motor Gasoline	Finished Aviation Gasoline	Kerosine-Type Jet Fuel	Kerosine	No. 1 Distillate	No. 2 Fuel Oil	No. 2 Diesel Fuel	Average	No. 4 Fuel	Residual Fuel Oil	Propane (Consumer Grade)
1986											
January	89.1	116.2	80.5	105.4	85.6	87.1	78.1	80.1	77.1	57.1	77.8
February	80.3	117.2	77.9	93.4	67.0	69.9	61.5	63.1	63.9	45.8	71.4
March	65.2	111.5	69.0	85.0	61.0	63.0	51.2	53.2	57.2	39.0	75.1
April	59.1	102.9	57.3	79.4	61.3	55.0	48.5	49.4	48.6	33.0	75.9
May	63.8	102.2	51.9	67.2	61.0	50.0	46.4	46.9	44.4	30.1	73.1
June	64.7	97.0	48.2	49.3	50.7	44.4	42.0	42.3	42.2	29.8	73.5
July	57.8	94.3	43.4	48.2	43.2	38.4	36.5	36.7	35.2	25.9	70.2
August	55.3	94.9	41.0	62.5	50.4	43.8	40.5	40.9	36.8	26.5	68.4
September	56.1	93.2	41.4	75.1	52.2	46.1	43.3	43.6	38.7	29.8	70.4
October	53.1	91.1	41.6	69.5	50.4	44.8	41.9	42.3	36.5	30.1	69.8
November	53.1	87.2	42.4	74.5	51.6	48.3	43.2	43.9	40.9	31.2	69.6
December	54.8	88.8	42.9	76.8	51.8	51.5	45.5	46.7	44.6	34.7	72.0
1986 Average	**62.3**	**100.1**	**52.8**	**79.3**	**62.0**	**56.0**	**47.9**	**49.1**	**49.4**	**34.3**	**72.5**
1985											
January	84.6	121.7	81.4	105.9	85.5	87.4	77.6	80.2	80.3	68.6	78.7
February	83.6	121.1	80.9	103.7	84.2	86.8	76.7	79.1	80.7	68.6	76.1
March	87.1	121.4	80.4	103.1	86.2	86.0	77.0	78.4	79.5	67.1	74.6
April	92.4	121.2	80.1	101.0	90.2	85.8	79.9	80.7	78.7	64.1	68.4
May	94.4	121.9	79.5	94.1	88.6	82.2	79.7	80.0	74.6	59.5	70.5
June	95.2	121.7	78.6	88.2	86.9	77.8	77.2	77.3	71.9	55.6	66.8
July	95.4	120.2	78.5	86.0	84.7	72.3	74.5	74.2	71.0	56.3	62.9
August	94.0	118.9	77.7	89.9	84.4	74.7	73.8	73.9	69.0	55.6	62.8
September	91.9	119.5	78.1	96.1	88.5	81.2	78.1	78.5	73.0	58.6	63.8
October	90.8	118.9	78.8	100.6	90.8	85.2	81.6	82.1	75.1	58.3	72.4
November	91.7	118.3	80.1	106.8	94.7	91.3	85.5	86.4	77.2	56.8	74.0
December	91.9	117.0	80.9	111.5	93.0	92.3	85.6	87.3	78.5	58.2	77.0
1985 Average	**91.2**	**120.1**	**79.6**	**103.0**	**88.0**	**84.9**	**78.9**	**79.9**	**77.3**	**61.0**	**71.7**
1984 Average	**90.7**	**123.4**	**84.2**	**103.6**	**92.7**	**91.6**	**82.3**	**83.7**	**79.6**	**68.7**	**73.7**
1983 Average	**95.4**	**125.5**	**87.8**	**96.1**	**96.2**	**91.6**	**82.6**	**83.9**	**76.6**	**65.1**	**70.9**
1982 Average	**106.0**	**131.2**	**96.3**	**108.9**	**102.3**	**90.5**	**94.2**	**92.5**	**75.0**	**67.6**	**59.2**
1981 Average	**114.7**	**130.3**	**102.4**	**112.3**	**103.9**	**91.4**	**99.5**	**95.8**	**79.7**	**75.6**	**56.5**
1980 Average	**103.5**	**108.4**	**86.8**	**90.2**	**83.4**	**78.8**	**81.8**	**80.4**	**68.2**	**60.7**	**48.2**

Source: Energy Information Administration, Petroleum Marketing Monthly, December 1986, published March 1987.

Supplier Prices of No. 2 Distillate Fuel Oil

(¢ per gal., excluding taxes)

	Sales to End-Users						
	To Residential Consumers	To Commercial/ Institutional Consumers	To Industrial Consumers	Sales Through Company-Operated Retail Outlets	To Other End-Users	Average	Sales for Resale
1986							
January	106.4	81.6	80.1	88.9	82.6	92.2	74.3
February	95.8	64.4	65.2	75.3	68.0	77.6	57.4
March	88.7	55.7	56.8	64.6	60.1	67.0	51.4
April	80.7	51.8	54.8	61.9	59.8	61.1	46.8
May	77.4	49.0	53.0	60.5	58.1	57.5	45.5
June	72.9	44.1	47.6	56.7	53.9	52.1	40.8
July	66.9	38.2	43.1	51.9	46.0	45.5	35.4
August	66.4	42.8	47.9	52.9	49.0	49.1	40.2
September	68.5	45.0	46.9	54.0	51.0	51.4	42.5
October	67.8	43.9	47.7	53.1	50.5	51.2	41.7
November	69.8	45.6	49.1	54.3	51.7	54.4	42.8
December	72.5	48.3	51.1	56.3	53.1	58.5	44.8
1986 Average	**84.4**	**51.5**	**53.8**	**60.2**	**56.8**	**61.5**	**48.1**
1985							
January	104.9	82.0	82.7	88.4	82.3	91.7	76.3
February	105.4	81.0	81.7	87.0	82.0	90.8	75.9
March	105.0	81.8	82.5	86.8	84.4	88.8	76.9
April	105.3	82.9	84.7	88.5	86.3	88.8	79.8
May	103.6	82.4	83.7	88.8	85.8	86.9	78.3
June	100.7	79.3	80.6	87.5	84.2	83.9	74.9
July	98.0	76.7	78.7	85.9	81.5	81.4	72.2
August	97.3	76.7	79.0	85.4	81.4	81.5	73.1
September	99.6	80.7	83.1	87.2	85.9	85.8	77.2
October	103.0	84.2	86.2	90.[illegible]	89.1	89.7	81.4
November	108.6	88.3	90.1	93.7	91.1	94.6	85.0
December	110.5	89.1	89.2	93.9	88.6	97.3	83.5
1985 Average	**105.3**	**82.1**	**83.4**	**88.6**	**85.3**	**89.0**	**78.1**
1984 Average	**109.1**	**85.7**	**87.0**	**92.0**	**89.2**	**92.6**	**81.9**
1983 Average	**107.8**	**86.3**	**88.3**	**94.3**	**89.7**	**93.3**	**81.8**

Supplier Prices of Residual Fuel Oil

(¢ per gal., excluding taxes)

	Residual Fuel Oil Sulfur Content Less Than or Equal to 1%		Residual Fuel Oil Sulfur Content Greater Than 1%		Average	
	Sales to End-Users	Sales for Resale	Sales to End-Users	Sales for Resale	Sales to End-Users	Sales for Resale
1986						
January	62.0	57.1	52.9	49.5	57.1	51.7
February	49.0	43.9	42.7	36.3	45.8	38.7
March	42.7	37.6	35.7	28.3	39.0	31.6
April	36.8	31.7	30.1	25.8	33.0	28.0
May	35.0	30.5	26.8	23.5	30.1	26.5
June	32.3	30.1	26.8	22.9	29.8	26.2
July	27.4	23.8	24.4	20.3	25.9	21.9
August	29.3	26.9	23.2	21.8	26.5	23.6
September	31.5	29.9	28.2	26.4	29.8	28.1
October	31.9	28.9	28.8	26.2	30.1	27.6
November	33.7	29.5	29.0	25.1	31.2	27.4
December	37.7	34.1	31.6	27.6	34.7	30.3
1986 Average	**37.2**	**33.0**	**31.7**	**28.8**	**34.3**	**30.5**
1985						
January	71.2	67.6	66.5	63.4	68.6	64.8
February	71.1	67.6	66.0	63.4	68.6	65.0
March	69.8	66.2	65.0	60.8	67.1	62.4
April	67.5	63.0	61.9	58.8	64.1	60.3
May	61.2	58.1	58.0	53.5	59.5	55.0
June	59.9	54.9	52.7	50.6	55.6	52.4
July	58.9	56.4	54.5	52.8	56.3	53.9
August	57.1	55.2	53.8	52.0	55.6	53.2
September	62.8	60.1	54.8	53.1	58.6	56.1
October	63.6	60.1	53.8	52.3	58.3	54.9
November	61.7	57.8	52.8	50.7	56.8	53.6
December	62.6	60.7	54.4	52.3	58.2	55.1
1985 Average	**64.4**	**61.0**	**58.2**	**56.0**	**61.0**	**57.7**
1984 Average	**72.0**	**68.5**	**65.9**	**63.9**	**68.7**	**65.4**
1983 Average	**69.5**	**64.3**	**61.1**	**59.1**	**65.1**	**60.9**
1982 Average	**74.7**	**69.5**	**61.1**	**57.2**	**67.6**	**61.2**
1981 Average	**82.9**	**74.8**	**67.3**	**62.2**	**75.6**	**66.3**
1980 Average	**67.5**	**60.8**	**52.3**	**47.9**	**60.7**	**52.8**

Source: Energy Information Administration, Petroleum Marketing Monthly, December 1986, published March 1987.

Residential No. 2 Prices for Selected States

(¢ gal., excluding taxes)

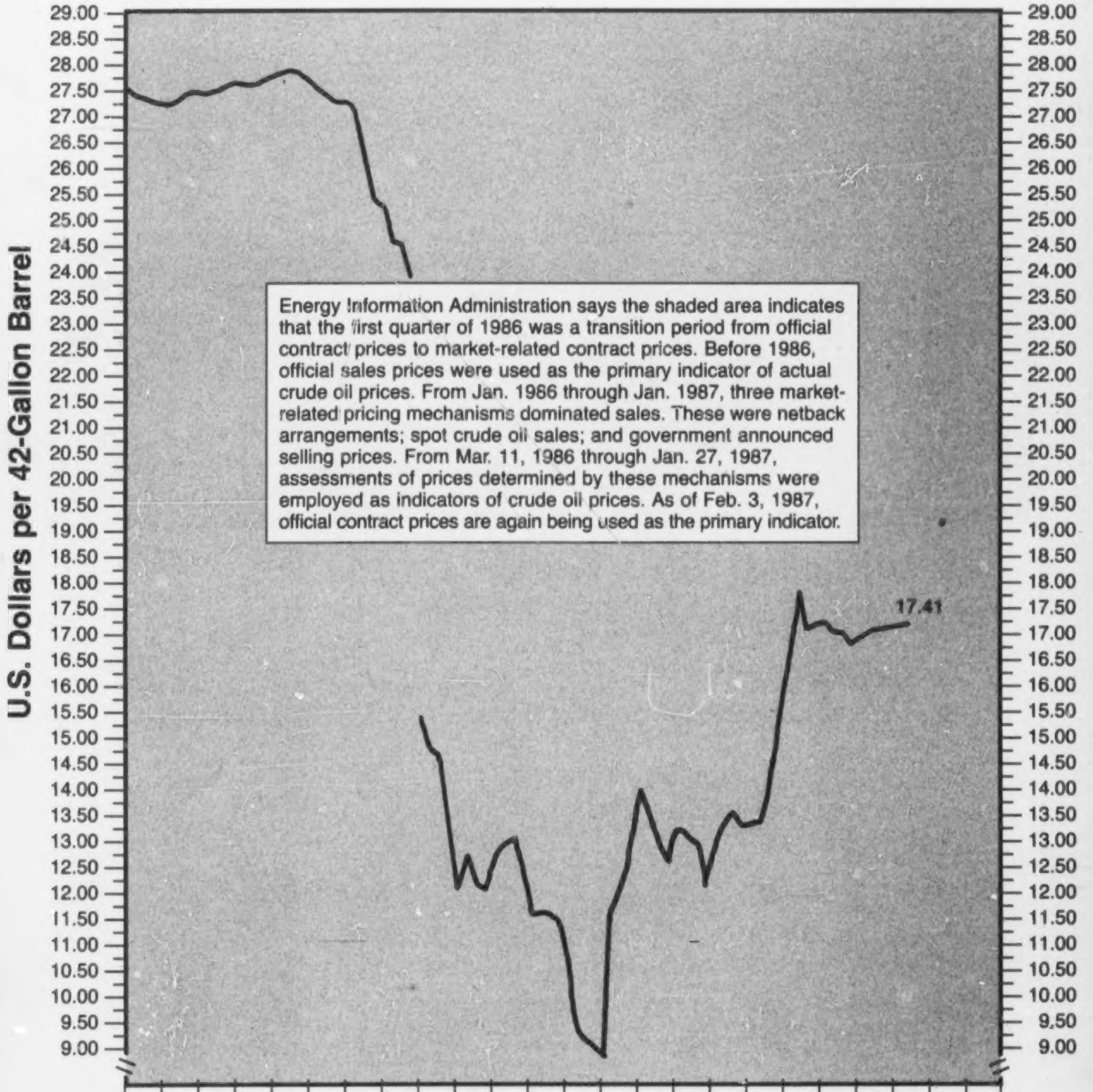
	Conn.	Maine	Mass.	N.H.	R.I.	Vt.	Del.	D.C.	Md.	N.J.	N.Y.	Pa.	Va.
1986													
January	111.6	101.1	105.9	103.2	101.9	109.0	102.3	116.3	112.2	107.7	111.4	104.7	107.0
February	99.5	90.9	90.6	88.5	93.5	100.2	93.9	105.4	99.9	98.3	102.6	95.3	98.2
March	93.4	86.5	85.9	84.2	84.6	95.6	87.1	97.6	93.9	91.7	96.3	86.9	90.9
April	86.2	77.9	76.7	74.4	72.1	89.0	77.1	93.2	88.6	84.0	87.5	77.9	84.2
May	80.8	74.5	74.2	70.6	76.6	84.7	74.2	87.9	85.0	80.1	85.1	72.6	74.6
June	77.7	68.5	68.8	65.4	72.6	78.9	73.7	81.7	79.7	75.6	81.3	66.0	74.4
July	68.5	59.3	64.6	62.9	69.1	70.9	67.3	74.7	75.8	76.8	72.9	64.1	67.8
August	67.0	58.5	65.1	63.4	69.0	68.9	66.6	70.7	70.7	72.3	71.6	62.6	71.1
September	68.4	58.2	67.9	62.7	69.2	70.1	66.9	72.1	70.3	73.4	74.0	66.6	70.5
October	68.6	59.1	68.4	63.8	68.7	70.3	66.1	74.2	72.4	74.7	74.0	66.5	69.6
November	69.5	59.7	70.0	65.0	72.1	71.3	67.9	76.9	73.4	74.6	76.1	66.4	68.3
December	72.5	67.2	73.2	69.9	74.3	73.3	71.4	79.9	77.2	76.0	78.7	68.5	70.4
1986 Average	**89.0**	**74.4**	**82.3**	**75.6**	**82.3**	**86.7**	**85.0**	**92.9**	**91.4**	**90.1**	**91.1**	**81.5**	**86.2**
1985													
January	106.9	97.9	107.2	100.7	106.1	106.9	103.8	112.1	107.5	105.0	111.3	102.9	106.2
February	107.2	98.5	107.1	102.7	106.9	107.3	104.0	117.1	108.6	105.7	112.0	103.2	106.8
March	106.8	100.6	107.3	103.3	106.2	107.9	104.6	115.9	108.3	105.1	111.3	102.1	105.8
April	107.0	101.5	106.6	102.3	106.8	106.5	104.1	113.9	109.6	105.2	111.0	101.0	105.4
May	106.2	99.4	104.5	99.9	102.1	105.4	100.7	112.4	108.2	103.3	109.8	99.7	105.9
June	103.5	95.4	101.1	94.4	98.6	103.7	96.4	107.2	104.4	99.6	108.1	94.9	104.3
July	100.6	91.4	98.3	91.2	97.4	101.4	96.2	107.3	101.2	97.4	105.3	92.1	99.3
August	99.6	90.5	96.2	91.8	95.9	101.4	97.5	105.5	98.9	97.5	105.5	92.5	98.9
September	100.5	94.0	100.7	97.6	101.0	104.7	98.8	107.1	103.3	101.3	104.5	96.8	101.9
October	106.6	99.5	104.6	102.3	104.4	106.7	102.7	109.9	106.2	103.3	107.1	98.6	105.0
November	111.4	103.7	110.7	108.0	111.6	111.1	107.0	114.4	111.9	109.3	114.4	105.5	108.4
December	114.2	105.5	111.1	108.9	110.9	113.0	110.5	117.2	112.7	112.0	115.0	109.0	109.9
1985 Average	**108.0**	**99.7**	**107.0**	**102.4**	**106.7**	**107.7**	**104.6**	**114.3**	**108.8**	**105.9**	**111.3**	**102.3**	**106.3**
1984 Average	**112.1**	**103.9**	**111.6**	**108.4**	**111.4**	**111.9**	**109.6**	**118.7**	**113.5**	**111.0**	**115.5**	**107.9**	**110.5**
1983 Average	**109.1**	**102.8**	**109.1**	**104.1**	**110.5**	**112.9**	**106.0**	**117.0**	**110.3**	**107.9**	**112.1**	**105.8**	**108.7**
1982 Average	**118.3**	**115.5**	**117.6**	**117.4**	**120.1**	**120.1**	**111.3**	**124.5**	**117.1**	**117.4**	**120.5**	**113.7**	**117.7**
1981 Average	**121.7**	**120.4**	**121.3**	**123.7**	**123.8**	**125.4**	**117.3**	**127.4**	**121.4**	**121.5**	**123.2**	**118.1**	**120.5**
1980 Average	**98.3**	**96.3**	**97.8**	**100.4**	**101.1**	**101.5**	**95.4**	**102.6**	**97.9**	**97.9**	**98.2**	**96.4**	**98.5**

	W.Va.	Ill.	Ind.	Mich.	Minn.	Ohio	Wis.	Idaho	Ark.	Ore.	Wash.	U.S. Avg.
1986												
January	100.1	97.6	99.8	102.6	100.5	100.7	96.4	97.1	106.8	100.1	104.5	106.4
February	87.8	83.1	84.9	91.9	86.3	91.9	83.9	90.9	104.9	83.7	90.4	95.8
March	79.7	74.7	75.5	80.5	80.1	80.8	76.0	76.5	113.6	66.9	75.3	88.7
April	70.8	68.6	73.9	74.6	76.3	78.2	74.0	69.8	95.6	62.5	74.9	80.7
May	67.4	72.9	67.2	72.3	79.4	75.2	71.8	74.7	94.3	64.1	71.1	77.4
June	63.4	67.3	66.5	65.3	74.5	69.1	69.2	66.8	89.3	60.0	65.2	72.9
July	53.9	69.4	60.1	66.6	69.6	62.3	62.7	63.8	84.5	54.6	60.2	66.9
August	59.7	66.5	65.6	69.9	67.6	62.5	63.6	58.5	84.3	55.6	60.5	66.4
September	62.1	68.4	66.7	70.8	70.0	64.2	67.1	60.5	89.3	61.9	66.9	68.5
October	64.0	63.0	65.2	70.0	67.8	61.5	62.7	62.1	79.1	62.5	68.2	67.8
November	68.3	72.8	65.4	70.4	68.0	61.0	65.6	63.5	80.0	62.7	68.8	69.8
December	72.6	72.8	69.3	73.3	68.7	65.3	68.5	63.5	85.3	63.9	63.8	72.5
1986 Average	**74.9**	**74.3**	**74.9**	**81.2**	**79.3**	**77.9**	**75.4**	**73.8**	**94.4**	**70.4**	**76.6**	**84.4**
1985												
January	98.4	95.2	98.6	102.1	99.5	98.3	97.3	97.4	108.6	97.0	100.6	104.9
February	98.3	94.4	97.8	101.0	99.8	98.7	96.2	96.9	107.6	98.6	99.8	106.4
March	98.1	94.5	96.3	101.3	101.0	97.9	96.4	96.6	112.8	95.7	100.3	105.0
April	96.0	96.6	98.6	100.0	101.1	99.8	97.7	95.7	107.0	96.5	99.2	105.3
May	93.8	96.4	97.4	98.3	103.8	99.6	99.5	96.0	106.9	96.7	98.1	103.6
June	90.7	92.0	97.6	98.4	104.3	97.1	94.2	95.9	107.3	95.5	99.2	100.7
July	90.3	89.7	93.3	97.4	100.5	92.9	93.0	94.8	108.4	95.3	97.3	98.0
August	88.6	90.6	92.9	97.2	100.1	91.8	93.0	94.5	106.9	93.0	96.7	97.3
September	96.2	95.6	96.5	99.1	98.7	95.6	94.9	94.3	109.2	93.4	97.6	99.6
October	98.7	100.1	101.2	101.8	101.1	97.9	99.1	97.2	109.1	94.0	100.0	103.0
November	104.4	104.0	105.3	103.5	105.7	104.4	102.0	97.9	106.1	98.8	104.4	108.6
December	104.7	103.4	105.3	107.1	105.2	105.9	103.2	98.8	106.5	102.3	106.1	110.5
1985 Average	**98.0**	**97.5**	**99.1**	**102.1**	**101.9**	**99.7**	**98.3**	**97.2**	**108.3**	**97.1**	**101.1**	**105.3**
1984 Average	**102.1**	**100.1**	**103.1**	**105.0**	**104.1**	**102.1**	**101.0**	**98.5**	**106.9**	**99.3**	**102.6**	**109.1**
1983 Average	**101.0**	**100.4**	**100.7**	**106.4**	**103.1**	**101.3**	**101.2**	**101.8**	**108.8**	**103.6**	**109.0**	**107.8**
1982 Average	**109.3**	**110.9**	**114.3**	**113.9**	**115.1**	**110.2**	**107.8**	**110.4**	**117.4**	**111.6**	**117.6**	**116.0**
1981 Average	**115.0**	**114.9**	**118.5**	**118.3**	**118.4**	**113.2**	**109.1**	**110.4**	**118.0**	**111.4**	**116.5**	**119.4**
1980 Average	**92.2**	**95.8**	**99.6**	**97.8**	**99.9**	**91.9**	**91.5**	**91.6**	**97.8**	**97.3**	**100.8**	**97.4**

Source: Energy Information Administration, Petroleum Marketing Monthly, December 1986, published March 1987.

World Crude Oil Prices

(Average price (FOB), internationally traded only, weighted by estimated volume).



Energy Information Administration says the shaded area indicates that the first quarter of 1986 was a transition period from official contract prices to market-related contract prices. Before 1986, official sales prices were used as the primary indicator of actual crude oil prices. From Jan. 1986 through Jan. 1987, three market-related pricing mechanisms dominated sales. These were netback arrangements; spot crude oil sales; and government announced selling prices. From Mar. 11, 1986 through Jan. 27, 1987, assessments of prices determined by these mechanisms were employed as indicators of crude oil prices. As of Feb. 3, 1987, official contract prices are again being used as the primary indicator.

Source: Energy Information Administration, Weekly Petroleum Status Report.

Spot Market Product Prices

($ per bbl.)

		Motor Gasoline		Gasoil/Heating Oil		Residual Fuel Oil	
		Rotterdam (98-Octane)	New York (89-Octane)	Rotterdam (0.3% Sulfur)	New York (0.2% Sulfur)	Rotterdam (1% Sulfur)	New York (1% Sulfur)
1987							
Jan.	2	18.00	19.43	20.04	19.68	15.39	17.50
	9	21.86	20.83	22.32	21.25	17.42	18.50
	16	21.51	21.11	24.26	23.21	21.02	20.00
	23	20.28	20.69	22.32	22.47	20.50	20.00
	30	20.11	20.27	21.78	21.42	17.11	19.25
Feb.	6	19.99	21.31	20.84	21.31	16.52	18.00
	13	19.51	20.37	19.50	20.06	15.31	16.25
	20	19.69	19.53	18.96	19.53	15.54	16.00
	27	19.69	19.01	17.56	18.48	14.48	15.25
Mar.	6	20.39	21.32	18.69	20.06	15.61	16.00
	13	22.21	21.53	20.30	21.15	16.21	17.00
	20	22.56	27.63	20.17	21.36	16.36	18.00
	27	22.68	22.05	20.30	20.69	15.61	17.25
Apr.	3	23.15	21.84	19.77	20.94	17.41	17.85
	10	23.44	21.00	19.97	20.06	16.66	16.15
	17	22.74	20.90	18.90	20.27	16.44	17.75
	24	22.39	21.00	19.77	20.73	17.12	18.40
1986							
Jan.	3	30.07	29.19	32.57	32.44	22.22	24.50
	10	29.13	29.08	30.96	30.87	23.42	24.50
	17	27.84	28.66	27.27	27.82	21.39	23.00
	24	25.26	26.14	23.72	24.78	17.64	21.15
	31	24.67	26.35	26.94	24.99	17.64	17.50
Feb.	7	23.85	21.42	26.00	21.52	14.63	15.50
	14	21.62	20.51	25.26	22.36	14.41	16.00
	21	20.39	19.40	27.47	22.15	14.71	16.25
	28	19.22	19.02	26.80	23.45	15.46	17.05
Mar.	7	19.22	17.22	23.45	26.46	14.48	16.25
	14	17.99	17.85	26.00	24.36	14.48	15.05
	21	17.99	19.32	24.66	24.99	14.48	16.00
	28	18.22	18.90	21.91	21.00	13.66	15.45
Apr.	4	18.11	18.63	19.03	17.43	12.38	14.00
	11	17.99	19.85	22.18	18.48	11.03	12.50
	18	18.17	19.53	20.30	17.43	10.28	12.50
	25	18.75	23.10	22.18	19.22	10.28	12.25
May	2	20.22	23.42	21.04	17.22	10.28	11.75
	9	22.27	23.42	20.64	20.37	10.81	13.85
	16	23.15	23.42	18.56	19.95	10.81	14.00
	23	23.56	22.89	17.89	19.95	12.01	14.45
	30	22.33	21.15	16.68	18.38	12.16	14.25
Jun.	6	20.04	18.69	15.48	16.07	11.63	13.25
	13	18.70	18.90	15.88	16.49	10.51	12.00
	20	19.22	18.27	15.48	15.75	10.51	12.00
	27	19.22	18.27	14.81	15.65	10.51	11.65
Jul.	4			Not available.			
	11	17.58	15.75	11.52	13.86	9.08	10.65
	18	14.00	15.02	13.40	14.28	9.08	9.40
	25	14.89	14.70	13.14	13.65	8.63	9.40
Aug.	1	14.95	14.28	12.47	13.44	8.26	9.50
	8	19.05	18.59	16.89	17.33	8.94	12.00
	15	19.64	19.22	16.76	17.33	10.66	12.50
	22	19.64	19.74	17.16	17.64	11.26	12.50
	29	21.10	19.43	17.69	17.43	11.26	12.25
Sep.	5	21.69	19.85	18.03	18.27	12.39	12.50
	12	20.93	18.27	16.89	16.59	12.84	13.50
	19	20.52	17.33	15.75	16.59	11.79	12.20
	26	17.88	17.01	15.62	16.28	11.71	12.25
Oct.	3	17.88	18.06	16.49	17.64	11.49	12.75
	10	18.05	18.06	16.76	16.91	12.31	13.25
	17	18.00	17.75	16.15	16.17	11.86	12.75
	24	17.59	18.38	15.75	16.38	11.86	12.25
	31	17.00	18.06	14.75	16.17	11.11	12.35
Nov.	7	16.24	18.90	16.49	17.43	12.91	13.10
	14	17.41	19.11	17.03	18.27	14.04	13.10
	21	17.23	19.01	17.29	17.89	14.11	14.25
	28	16.59	18.48	16.42	17.75	14.41	15.00
Dec.	5	16.41	18.52	16.55	18.21	14.71	15.25
	12	16.18	18.80	16.49	18.63	13.66	14.50
	19	16.47	18.69	17.49	18.73	14.49	15.50
	26			Not available.			

Source: Energy Information Administration, Weekly Petroleum Status Reports.

International Prices for Gasoline and Fuel Oil

(U.S. $ per gal. for gasoline, pump retails, all taxes included. U.S. $ per gal. for distillate and kerosine but $ per bbl. for residual; all taxes are included except for U.S. fuel oils.)

	1/1/86					1/1/85				
	Automotive Fuels		Residential			Automotive Fuels		Residential		
Country	Leaded Premium Gasoline	Diesel Fuel	Distillate	Kerosine	Industrial Residual	Leaded Premium Gasoline	Diesel Fuel	Distillate	Kerosine	Industrial Residual
WESTERN HEMISPHERE										
Argentina	$1.82	$0.73	$0.69	$0.80	$20.24	$1.95	$0.60	$0.60	$0.69	$17.07
Bolivia	.98	.98	NA	.98	NA	.76	.88	.88	.25	NA
Brazil	1.81	1.17	NA	1.21	23.22	NA	1.13	.63	1.12	27.39
Canada	1.38*	1.30	1.01	1.29	NA	NA	1.35	1.09	1.35	NA
Chile	1.64	1.35	.90	1.30	40.84	1.68	1.32	1.33	1.43	43.29
Colombia	.70	.62	.35	.51	NA	NA	NA	NA	NA	NA
Dominican Republic	1.25	1.41	1.07	.98	54.10	1.21	1.21	1.21	1.15	48.88
Ecuador	.67	.41	NA	.14	10.76	.97	.60	NA	.21	15.62
El Salvador	3.88	2.10	NA	2.28	42.00	—	—	—	—	—
Jamaica	1.66	1.20	.95	.68	34.20	1.50	1.00	.98	.62	31.63
Mexico	1.02	.61	.21	.46	7.57	1.36	.81	.67	.42	7.05
Panama	1.98	1.19	NA	1.10	NA	2.28	1.33	NA	1.20	35.53
Paraguay	4.10	2.21	NA	2.21	49.68	3.47	1.89	1.83	1.57	44.38
Peru	1.50	1.07	NA	.27	37.20	1.12	.72	.72	43	26.04
United States	1.19*	1.16	1.06**	1.05**	22.22**	1.31*	1.16**	.83	1.06**	29.85**
Uruguay	2.86	1.63	1.29	1.59	30.44	2.33	1.31	NA	1.31	24.60
Venezuela	.60	.18	NA	.25	4.24	.61	.18	.14	.25	4.24
WESTERN EUROPE										
Austria	2.60	1.95	1.08	NA	34.28	2.60	1.24	NA	2.51	33.80
Belgium	2.26	1.42	1.04	1.12	22.30	1.92	1.04	.99	.79	29.99
Denmark	2.54	1.12	1.49	1.63	25.41	2.05	.80	1.04	1.08	30.48
Finland	2.63	1.90	1.07	1.39	22.92	2.27	1.38	1.50	.98	30.55
France	2.58	1.87	1.38	NA	28.90	2.18	1.30	1.34	NA	30.86
Germany, West	2.04	1.70	1.00	NA	25.68	1.66	1.18	1.08	NA	32.05
Greece	2.04	1.04	1.06	NA	29.10	1.90	.78	.92	.76	28.29
Ireland	2.97	.90	1.22	NA	32.22	—	—	—	—	—
Italy	3.09	1.40	1.48	1.58	23.88	2.52	.96	1.29	1.09	30.02
Luxembourg	2.02	1.54	1.15	1.09	26.97	1.58	1.06	.99	.74	30.93
Netherlands	2.26	1.28	1.17	NA	24.60	1.87	1.17	NA	NA	31.58
Norway	2.52	1.11	1.23	1.27	27.33	2.17	.83	1.06	.97	32.42
Portugal	2.76	1.68	1.68	1.63	30.02	2.14	1.23	1.72	1.15	NA
Spain	2.30	1.53	1.12	NA	30.36	2.02	1.13	1.16	1.09	29.51
Sweden	2.26	1.40	1.32	NA	37.36	1.88	1.07	1.30	1.27	43.54
Switzerland	2.18	2.38	.92	NA	24.91	1.69	1.55	1.18	NA	34.72
Turkey	1.25	.84	.84	.88	22.22	1.56	.84	.99	.83	27.69
United Kingdom	2.24	1.93	1.06	NA	12.60	1.81	1.30	NA	NA	34.17
Yugoslavia	—	—	—	—	—	1.99	1.30	1.54	.94	31.72
MIDDLE EAST										
Israel	—	—	—	—	—	1.97	1.34	1.25	1.32	26.67
Iran	1.59	NA	.41	.10	NA	.37	—	—	—	—
AFRICA										
Ethiopia	—	—	—	—	—	2.36	1.22	1.11	.97	NA
Ghana	1.08	.88	NA	.57	20.31	1.42	.98	.75	.62	29.73
Kenya	—	—	—	—	—	NA	NA	NA	NA	NA
Morocco	2.39	1.36	NA	1.23	27.90	2.42	1.14	.83	.99	30.90

International Prices (continued)

(U.S. $ per gal. for gasoline, pump retails and all taxes included. U.S. $ per gal. for distillate and kerosine but $ per bbl. for residual; all taxes are included except for U.S. fuel oils.)

	1/1/86					1/1/85				
	Automotive Fuels		Residential			Automotive Fuels		Residential		
Country	Leaded Premium Gasoline	Diesel Fuel	Distillate	Kerosine	Industrial Residual	Leaded Premium Gasoline	Diesel Fuel	Distillate	Kerosine	Industrial Residual
South Africa	1.58	1.55	NA	.75	31.34	4.76	4.14	3.32	2.30	103.48
Tunisia	2.17	NA	.78	.66	17.14	1.65	NA	NA	.39	16.38
ASIA-PACIFIC										
Australia	2.68	1.26	NA	NA	NA	1.51	1.23	NA	NA	NA
Burma	.45	.32	.24	.32	NA	—	—	—	—	—
Indonesia	—	—	—	—	—	1.55	.72	.85	.47	32.53
Japan	2.84	1.83	1.84	1.32	39.75	2.37	1.32	1.34	.94	34.40
New Zealand	1.76	1.35	1.38	NA	36.84	—	—	—	—	—
Pakistan	1.83	1.01	NA	.78	NA	NA	NA	NA	NA	19.46
Philippines	1.47	1.14	.82	1.15	NA	NA	NA	NA	NA	NA
Singapore	2.17	.99	.71	1.01	NA	2.08	.81	.86	.82	NA
Sri Lanka	1.86	1.12	NA	.91	27.29	2.23	.98	1.27	.77	27.15
Thailand	1.66	.95	.51	.88	21.39	1.62	.78	.93	.69	10.22

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*Unleaded regular grade in U.S. and Canada; leaded premium in all other countries.

**Excludes taxes; all other countries include taxes in distillate, kerosine and resid prices.

Source: International Energy Annual, 1985, published fall 1986; Gasoline and fuel oil prices are for the capital cities of each country except those of the U.S., which are the national average for the months and years quoted.

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Slippage Continues for Outlets

The U.S. service station population, which has been taking an almost incredible beating over the past decade, is in the process of eroding to the lowest point it has been since the 1920s. Government forecasts indicate it will be there by the end of this year.

But all is not gloom and doom, however. Even though the nose count is down for the 14th consecutive year, the real world out there is far more exciting and enriching for gasoline marketers than at other comparable periods of the past.

The federal government's "Franchising in the Economy 1985-1987," reports that the service station population had declined to 120,150 units at the end of 1986 and will slip further to 117,000 by the end of this year. This is an erosion of 2.6% between 1987 and 1986, and 3.6% between 1986 and 1985.

Remembering that the peak period—226,500 stations in 1972—isn't really that far into the past, the latest set of figures almost makes it sound as though the service station segment is approaching the point where it will one day vanish from the domestic scene.

Nothing could be further from the truth, however.

First off, it should be noted that the service stations involved in this January 1987 federal report are known as "true service stations," i.e., those that generate more than half of their revenues from gasoline and oil products.

This count does not include the thousands of gasoline-dispensing facilities at convenience stores, mass merchandisers and other such places. If these are added in, the correct total of places where motorists can buy gasoline would have to be in the neighborhood of 150,000 to 160,000 outlets.

Nevertheless, this is a near traumatic reduction in the service station population over the past 15 years. Simple mathematics show that the retail world has been almost cut in half since 1972—117,000 stations at the end of 1987 versus 226,000 on Dec. 31, 1972.

Modern service stations are bigger, better and much more capable of handling the greatly increased number of vehicles, however, as well as generating dollar and gasoline volumes 50 times greater than their Depression Era predecessors.

The latest federal estimate says modern service station sales should have hit $90.4-billion last year and should rise to $95-billion this year. Several years ago, when crude ranged up to $35 bbl. and gasoline prices were $1-plus gal., service station grosses topped $110-billion. Even with today's depressed pump prices, the federal government estimates that U.S. service stations will average $811,174 in sales this year, an increase of 7.8% over 1986.

Some forecasters think the service station population will sink to about 100,000 or so outlets by 1990. This would not be surprising because there are many "small" stations that are finding it increasingly difficult to stay alive on the sale of gasoline and services only. Even some big pumpers are experiencing that same problem—that survival requires more than volume and 24-hour operations.

The tendency to supplement stations with convenience store facilities—is growing evidence of that need. It's not unrealistic to think that by the year 2000, gasoline stations may be the core of shopping malls in their own right.

The Outlook for 1987: Outlets Down, Dollars Up

	1987	1986	1985	% Change 1987-86	% Change 1986-85
Number of establishments (a)	117,000	120,150	[illegible]	(2.6%)	(3.6%)
Company-owned	21,060	21,627	22,428	—	—
Franchisee-owned	95,240	98,523	102,172	—	—
Total sales of products and services ($000,000)	$94,907	90,388	100,767	5.0	(10.3)
Company-owned	$17,083	16,270	18,138	—	—
Franchisee-owned	$77,824	74,118	82,629	—	—
Average per station	$811,000	752,000	808,000	7.8	(7.0)
No. of employees	NA	NA	[illegible]	—	—

(a) As of Dec. 31 of each year; service stations as defined by U.S. Census Bureau, i.e., stations with 50% or more of their income being derived from the sale of gasoline and oil products.
Source: "Franchising in the Economy, 1985-87," U.S. Department of Commerce, February 1987.

Comparable U.S. Census Bureau Data (a)

	1972	1977	1982	% Chng. '82 v. '77	% Chng. '82 v. '72
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

(a) [illegible] of the population in 1972 and 50% of the population in 1977. A new Census is being made this year (1987).
(b) Stations are those which, by Census Bureau definition, generate 50% or more of their sales dollars from [illegible]
[illegible]

The Rise and Fall of U.S. Service Stations

	No. of Stations (a)			Sales ($000,000)		
Year	Total	Company-owned	Franchisee-owned	Total	Company-owned	Franchisee-owned
1987	117,000	21,060	95,240	$94,907	$17,803	$77,824
1986	120,150	21,627	98,523	90,388	16,270	74,118
1985	124,600	22,428	102,172	100,492	18,069	82,403
1984	132,080	23,774	108,306	100,767	18,138	82,629
1983	136,570	24,583	111,987	103,121	18,561	84,560
1982	144,690	26,044	118,646	106,544	19,178	87,366
1981	151,250	27,225	124,025	105,145	18,926	89,219
1980	158,540	30,122	128,418	96,338	18,304	78,034
1979	164,780	31,310	133,480	71,894	13,660	58,234
1978	172,300	32,737	139,563	60,884	12,177	48,707
1977	176,465	33,375	141,160	58,231	11,646	46,585
1976	186,840	37,368	149,472	53,416	10,683	42,733
1975	189,480	37,896	151,584	47,387	9,477	37,910
1974	196,130	39,226	156,904	43,829	8,766	35,063
1973	215,880	47,176	172,704	37,666	7,533	30,183
1972(b)	226,459	44,200	176,259	33,656	6,812	26,844

(a) As defined by U.S. Census Bureau, stations with 50% or more of their income from petroleum product sales; (b) Peak year for stations.
Source: "Franchising in the Economy, 1985-1987," U.S. Department of Commerce, February, 1987.

Service Stations With Payrolls—Populations by States 1987 vs. 1982(a)

The service station population totals on this page are based on more limited data than had been used in earlier *NPN Factbooks* and are projections by *NPN* rather than by government sources. The change was necessitated by the fact that the U.S. Census Bureau inadvertently limited its 1982 Census Study to stations with payrolls, thereby omitting all of the very small stations without formal payrolls. The stations with payrolls reflect about 85% to 90% of the industry as it is now constituted. Bear in mind also that these stations are true service stations, i.e., stations which get more than half of their revenues from gasoline sales. The totals do not include convenience stores and other places that sell gasoline as a secondary product.

	Total Gasoline Service Stations				Total Sales (add 000)			
	1987(a)	1986(a)	1985(a)	1982(b)	1987(a)	1986(a)	1985(a)	1982(b)
Alabama	1,617	1,660	1,722	2,001	1,405,901	1,338,954	1,213,425	1,172,677
Alaska	142	146	152	176	246,851	235,096	213,056	205,901
Arizona	973	999	1,036	1,204	1,566,217	1,491,635	1,351,793	1,306,398
Arkansas	983	1,009	1,047	1,216	919,047	875,283	793,224	766,587
California	8,585	8,814	9,145	10,624	12,614,557	12,013,863	10,887,549	10,521,934
Colorado	1,269	1,302	1,351	1,570	1,713,962	1,632,345	1,479,311	1,429,634
Connecticut	1,395	1,432	1,486	1,726	1,733,782	1,651,221	1,496,417	1,446,166
Delaware	242	249	258	300	318,340	303,181	274,758	265,531
D.C.	128	131	136	158	215,844	205,566	186,294	180,038
Florida	4,448	4,566	4,738	5,504	5,729,371	5,456,543	4,944,986	4,778,928
Georgia	2,487	2,553	2,649	3,077	2,856,587	2,720,559	2,465,503	2,382,709
Hawaii	297	304	316	367	486,823	463,641	420,174	406,064
Idaho	399	410	425	494	423,126	402,977	365,198	352,934
Illinois	4,147	4,258	4,418	5,132	5,503,521	5,241,448	4,750,056	4,590,544
Indiana	2,559	2,627	2,726	3,167	3,268,721	3,113,067	2,821,213	2,726,474
Iowa	1,668	1,712	1,777	2,064	1,648,058	1,569,578	1,422,429	1,374,662
Kansas	1,221	1,254	1,301	1,511	1,279,840	1,218,895	1,104,622	1,067,528
Kentucky	1,712	1,758	1,824	2,119	1,862,035	1,773,367	1,607,111	1,553,143
Louisiana	1,594	1,636	1,697	1,972	1,840,082	1,752,459	1,588,164	1,534,832
Maine	517	531	551	640	461,855	439,862	398,624	385,238
Maryland	1,517	1,557	1,616	1,877	2,397,371	2,283,210	2,069,156	1,999,672
Massachusetts	2,394	2,457	2,550	2,962	2,779,275	2,646,928	2,398,775	2,318,222
Michigan	3,337	3,426	3,555	4,130	4,786,346	4,558,424	4,131,066	3,992,341
Minnesota	1,800	1,848	1,918	2,228	2,450,835	2,334,128	2,115,301	2,044,267
Mississippi	962	988	1,025	1,191	823,498	784,283	710,756	686,888
Missouri	2,379	2,442	2,534	2,944	2,671,689	2,544,466	2,305,919	2,228,484
Montana	427	438	455	528	478,880	456,076	413,319	399,439
Nebraska	912	937	972	1,129	891,031	848,601	769,043	743,218
Nevada	385	395	410	476	676,497	644,283	583,880	564,273
New Hampshire	442	454	471	547	478,920	456,114	413,353	399,472
New Jersey	3,359	3,449	3,578	4,157	3,782,255	3,602,147	3,264,441	3,154,818
New Mexico	630	647	671	780	774,417	737,540	668,394	645,949
New York	5,114	5,250	5,447	6,328	5,280,343	5,028,897	4,557,432	4,404,389
North Carolina	2,464	2,529	2,625	3,049	2,273,200	2,164,952	1,961,985	1,896,100
North Dakota	341	350	363	422	434,805	414,100	375,277	362,675
Ohio	4,771	4,898	5,082	5,904	6,358,449	6,055,666	5,487,940	5,303,649
Oklahoma	1,292	1,327	1,376	1,599	1,365,437	1,300,416	1,178,500	1,138,925
Oregon	1,206	1,238	1,284	1,492	1,327,788	1,264,560	1,146,006	1,107,522
Pennsylvania	4,672	4,796	4,976	5,781	5,126,085	4,881,985	4,424,293	4,275,721
Rhode Island	416	427	443	515	443,701	422,573	382,956	370,096
South Carolina	1,346	1,382	1,434	1,666	1,436,383	1,367,984	1,239,734	1,19[illegible],102
South Dakota	431	442	459	533	427,707	407,34[illegible]	369,151	356,755
Tennessee	2,012	2,066	2,143	2,490	2,347,037	2,235,273	2,025,714	1,957,688
Texas	6,637	6,814	7,070	8,213	7,881,788	7,506,465	6,802,724	6,574,282
Utah	680	699	725	842	788,020	750,496	680,136	657,296
Vermont	290	298	309	359	260,612	248,202	224,932	217,379
Virginia	2,143	2,200	2,283	2,652	2,949,575	2,809,118	2,545,760	2,460,271
Washington	1,734	1,780	1,847	2,146	2,034,550	1,937,666	1,756,008	1,697,039
West Virginia	857	880	913	1,061	850,145	809,662	733,755	709,115
Wisconsin	2,183	2,241	2,325	2,701	2,529,177	2,408,740	2,182,918	2,109,613
Wyoming	347	357	370	430	477,696	455,139	412,469	398,618
Total	**93,864**	**96,361**	**99,985**	**116,154**	**113,678,231**	**108,264,974**	**98,115,003**	**94,820,200**

(a) Projected by *NPN* on the basis of Census Bureau and other Commerce Department data. However, as noted above, these data are for stations with payrolls—not the "universe" which the *Factbook* published in prior years. These stations, by Census Bureau definition, are those which generate more than half of their sales dollars through the sale of gasoline and oil products.

(b) U.S. Census Bureau, Retail Trades Census, 1982, published in November 1984.

Gasoline Shares by Key Categories—1986

In 1985, a new study on the retail gasoline market was completed by MPSI Americas, Inc., Tulsa, Olka., a firm specializing in international computer software and information services as well as market research and planning. Now, MPSI has released its updated study covering the year 1986.

Presented with the data on regional and national market shares for 1986 (see table below) are the data for 1985. This comparison offers indications of the trends within the various marketing segments.

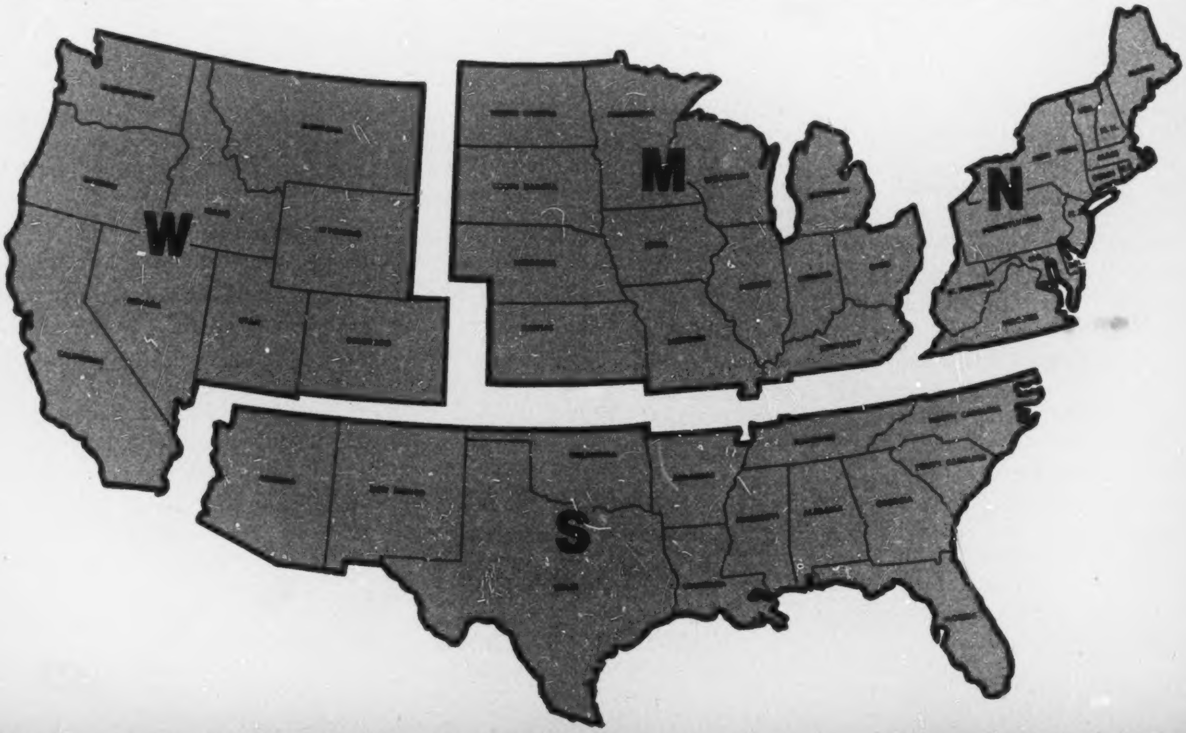
The study breaks out, on both a national and regional basis, market shares and percentage of outlets for conventional service stations, volume pumpers, convenience stores that sell gasoline, plus a catch-all category of "others" including car washes, garages and other facilities.

This study involves primarily the metropolitan areas of the U.S., where most gasoline is marketed. No attempt was made to count rural vendors or highway units which, while important to the industry, do not add materially to overall consumption.

Regional and National Market Shares

	Service Stations		Pumpers		Convenience Food Stores		Others		Total	
	1986	1985	1986	1985	1986	1985	1986	1985	1986	1985
Northeastern Region										
• % of Outlets	59.0	60.1	24.4	23.9	4.6	5.1	12.0	10.9	100.0	100.0
• % of Volume	53.5	57.6	40.9	37.5	2.7	2.2	2.9	2.7	100.0	100.0
• Avg. Monthly Volume (Gallons)	63,338	71,433	124,551	116,951	35,488	32,958	16,295	18,257	70,972	72,035
Midwestern Region										
• % of Outlets	41.3	43.5	36.8	34.4	8.7	6.7	13.2	15.4	100.0	100.0
• % of Volume	33.4	35.5	56.3	54.7	5.9	4.5	4.4	5.4	100.0	100.0
• Avg. Monthly Volume (Gallons)	54,003	52,132	102,147	101,705	45,347	42,183	22,466	22,455	66,806	63,918
Sunbelt Region										
• % of Outlets	30.8	31.3	29.9	28.9	27.1	26.9	12.2	12.9	100.0	100.0
• % of Volume	31.1	30.6	52.7	51.9	12.5	13.2	3.7	4.3	100.0	100.0
• Avg. Monthly Volume (Gallons)	57,355	58,688	104,728	107,728	27,118	29,487	17,642	19,599	57,107	59,927
Western Region										
• % of Outlets	54.1	54.4	29.9	28.5	6.7	7.3	9.3	9.8	100.0	100.0
• % of Volume	45.1	46.4	47.8	46.9	4.3	3.5	2.8	3.2	100.0	100.0
• Avg. Monthly Volume (Gallons)	56,009	57,335	112,000	110,836	33,931	32,549	20,782	21,011	63,558	67,187
Total United States										
• % of Outlets	46.0	46.2	29.3	28.5	13.0	13.2	11.4	12.1	100.0	100.0
• % of Volume	41.6	42.9	48.4	47.1	6.6	6.3	3.4	3.7	100.0	100.0
• Avg. Monthly Volume (Gallons)	57,465	61,295	111,554	109,152	31,777	31,356	18,512	20,199	63,957	66,012

Source: MPSI Americas, Inc., Tulsa, Oklahoma.

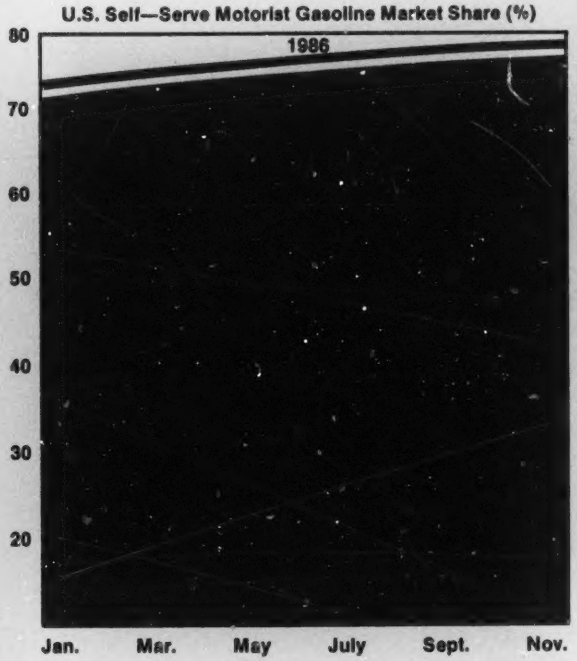


Self Serve Up More

Self-serve grabbed an even larger share of the U.S. gasoline market in 1986, continuing an upward trend of the last 12 years. According to Amoco Oil Co.'s latest opinion poll, American motorists pumped their own gasoline at the record pace of 78% of U.S. gasoline sales in 1986, up 2% from the previous year.

The satisfaction poll is made monthly by Amoco.

U.S. Self—Serve Motorist Gasoline Market Share (%)



State (a)	'86	'85	State (a)	'86	'85
Alabama	80%	78%	Montana	89%	86%
Arizona	90	90	Nebraska	78	78
Arkansas	83	81	Nevada	87	86
California	89	87	New Hampshire	65	64
Colorado	91	91	New Mexico	87	88
Connecticut	69	65	New York	56	54
Delaware	82	82	North Carolina	85	85
District of Col.	80	82	North Dakota	76	79
Florida	89	87	Ohio	83	81
Georgia	85	83	Oklahoma	85	85
Idaho	89	86	Pennsylvania	64	61
Illinois	87	86	Rhode Island	66	66
Indiana	86	86	South Carolina	87	86
Iowa	83	81	South Dakota	80	79
Kansas	82	78	Tennessee	83	81
Kentucky	78	76	Texas	91	90
Louisiana	88	88	Utah	93	95
Maine	56	44	Vermont	56	53
Maryland	84	84	Virginia	88	86
Massachusetts	50	47	Washington	90	89
Michigan	85	83	West Virginia	74	72
Minnesota	81	81	Wisconsin	89	87
Mississippi	82	76	Wyoming	84	86
Missouri	82	82			

(a) Self-Service is illegal in New Jersey and Oregon.
Source: Amoco Oil, Monthly Survey.

A Service Station Wash That's Designed For the Job From the Ground Up

A complete vehicle-wash system designed specifically for service-station profit improvement—not a slow, capital-intensive roll-over; not a problem-prone, cut-down version of a conveyorized carwash.

Service-Station Features

The N/S CTV-90B thoroughly washes cars, vans, and small trucks with a soft bubble bath enhanced by brush and curtain action to attract a wide range of customers to your stations and keep them coming back. The wash is fully automatic (no operator is required), it is very inexpensive to operate, and it easily washes 50 vehicles per hour so traffic moves smoothly, even during peak hours.

Also, the N/S CTV-90B features safety for both system and vehicles, while the equipment is virtually maintenance-free and so reliable that down time is negligible. The entire system fits in a bay as small as 13 by 20 feet.

Proven In Use

CTV-90B's are building volume and improving profits in service stations across the country:

Olympus Oil Company installed a CTV-90B in Salt Lake City and offered a free wash with purchase of 8 gallons. During the first two months, gas sales increased by $20,000 a month, monthly C-store sales increased by $2,000, and vehicle-wash-only sales averaged $600 a month. Yet, Olympus figures that washing a vehicle costs only 7 cents.

In Puerto Rico, Isla Oil Company sells washes for $1 at its stations in Trujillo Alto and Bayamon, and sales are running $2,000 and $3,000 a month respectively.

More Information

To explore the possibilities for profit improvement at your locations (without obligation, of course), simply contact N/S.

A complete line of options is available, including water reclamation.

N/S

N/S Corporation
235 W. Florence Avenue, Inglewood, CA 90301
(800) 782-1582 • (800) 245-0350

Business at Service Stations

Dollar Volume and Product Sales

Year	No. of service stations	Total sales (add 000,000,000)	Avg. per station (add 000)	Passenger cars (add 000)	Gasoline		Motor oil	
					Avg. gal.	Sales (000,000 gal.)	Qts. per year	Sales (add 000,000 qt.)
1986(b)	120,150(a)	$ 90.4	$752.4	135,671	550	74,619	—	—
1985	124,600(a)	100.8	809.0	132,108	549	75,527	—	—
1984	132,080(a)	101.0	764.7	128,270	553	70,933	—	—
1983	136,570(a)	103.1	755.1	126,727	578	72,922	—	—
1982	144,690(a)	106.2	733.0	123,746	587	72,638	7.3	907
1981	151,250(a)	101.7	672.4	123,462	579	71,484	7.3	909
1980	158,540(a)	96.3	608.0	121,723	603	73,399	7.3	907
1979	164,790(a)	70.9	430.0	120,248	664	79,845	7.3	880
1978	172,300(a)	60.9	353.0	116,534	715	83,760	7.6	921
1977	176,465(b)	56.5	320.0	113,696	706	80,269	7.9	900
1976	186,400(a)	48.0	257.0	110,188	711	78,344	8.0	887
1975	189,480(a)	43.8	232.0	106,712	712	75,979	9.5	1,014
1972(c)	226,459(a)	33.7	148.8	96,567	755	72,908	10.0	966

(a) Franchising in the Economy 1985-87. Department of Commerce; Bureau of Census definition of service stations: 50% or more of dollar volume comes from the sale of petroleum products; (b) Estimated by *NPN* and other source; (c) Peak year.

Station Customers

Year	No. of service stations	Privately owned passenger cars		Households owning cars		Licensed drivers		Women drivers	
		Total (add 000)	Avg. per station	Total (add 000,000)	Avg. per station	Total (add 000,000)	Avg. per station	Total (add 000,000)	Avg. per station
1986(b)	**120,150(a)**	**135,671**	**1,129**	**76.0**	**633**	**158.6**	**1,320**	**76.1**	**633**
1985	124,600(a)	132,108	1,060	75.0	602	156.9	1,259	75.3	604
1984	132,080(a)	128,270	971	74.0	560	155.4	1,176	74.3	562
1983	136,570(a)	126,727	927	73.0	534	154.2	1,129	73.4	537
1982	144,690(a)	123,746	855	72.0	497	150.3	1,038	71.7	491
1981	151,250(a)	123,462	816	70.0	460	147.0	969	69.2	457
1980	158,540(a)	121,723	767	67.2	423	145.3	916	68.1	429
1979	164,790(a)	120,248	731	65.9	400	143.3	868	66.8	403
1978	172,300(a)	116,534	676	64.6	375	140.8	817	65.3	379
1977	176,465(a)	113,696	644	63.3	365	138.4	784	63.7	361
1976	186,400(a)	110,188	591	62.0	332	130.3	689	57.9	306
1975	189,480(a)	106,712	563	60.5	319	127.8	662	56.8	294
1972	226,459(c)	96,567	426	52.8	232	118.4	522	52.6	232

(a) Franchising in the Economy 1985-87, Department of Commerce; Bureau of Census definition of service stations: 50% or more of dollar volume comes from the sale of petroleum products; (b) Estimates by *NPN* and others; (c) Peak year.

Source: Based on data from Motor Vehicle Mfgs. Assn., Federal Highway Administration, and *NPN*.

How Stations Rank in Sales

(Billions of Dollars)

	1986	% Change '86-'85	1985	% Change '85-'84	1984	% Change '84-'83	1983	% Change '83-'82
All Retail Stores	1,445.4	5.2%	1,373.9	6.2%	1,293.0	10.1%	1,174.3	9.2%
Automotive Group	337.1	7.8	312.8	12.3	278.5	19.6	232.8	27.5
Food Group	293.9	3.9	282.2	4.5	270.4	6.1	254.9	2.2
General Merchandise	165.6	3.9	159.4	4.3	152.9	9.7	139.4	5.1
Eating and Drinking Places	141,4	7.9	131.0	5.2	124.5	8.5	114.7	9.6
Gasoline Service Stations	**86.4**	**(14.3)**	**100.8**	**1.4**	**99.4**	**0.5**	**98.9**	**(4.4)**
Apparel Group	75.0	7.6	69.7	7.1	65.1	8.0	60.3	17.3

Source: Survey of Current Business, Department of Commerce, Vol. 67, No. 1, January 1987.

Personal Consumption Expenditures

	(Billions of Dollars)					Seasonally Adjusted at Annual Rate—1986			
	1986	% Change '86-'85	1985	% Change '85-'84	1984	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.
Total Expenditures	$2,762.4	6.2%	$2,600.5	3.2%	$2,423.0	$2,697.9	$2,732.0	$2,799.8	$2,819.9
Durable Goods	388.3	8.0	359.3	8.5	331.1	360.8	373.9	414.5	404.2
Automobiles	182.3	7.7	169.2	10.0	153.8	163.5	172.0	204.7	189.0
Furniture	137.0	8.0	126.8	6.2	119.4	132.1	135.8	140.0	140.2
Other Durable	69.0	9.0	63.3	9.3	57.9	65.3	66.0	69.8	75.0
Nondurable Goods	932.7	3.0	905.1	3.7	872.4	929.7	928.4	932.8	940.0
Food	492.8	5.0	469.3	3.9	451.7	484.6	490.3	494.0	502.2
Clothing and Dress	164.8	6.2	155.2	5.3	147.4	161.3	165.0	166.6	166.2
Gasoline and Oil	**78.7**	**(14.4)**	**91.9**	**1.3**	**90.7**	**87.6**	**78.1**	**74.2**	**74.9**
Other Nondurable Goods	196.5	4.1	188.7	3.3	182.6	196.2	194.9	198.0	196.7
Fuel Oil and Coal	14.0	(10.8)	15.7	(12.3)	17.9	14.9	13.7	13.7	13.5
Other Nondurable	182.5	5.5	172.9	5.0	164.7	181.3	181.2	184.3	183.2
Services	1,441.3	7.9	1,336.1	9.5	1,219.6	1,407.4	1,429.8	1,452.4	1,475.7

Source: Survey of Current Business, Department of Commerce, Vol. 67, No. 1, January 1987.

Retail Rankings: The Reshuffling Continues

The merger mania of the past few years (Chevron-Gulf, Texaco-Getty) subsided last year, but there were some notable shifts in the major company rankings of station outlets in 1986, nonetheless.

Chevron, which had jumped from the No. 6 place in the retail rankings in 1984 to No. 2 in 1985 with its acquisition of Gulf properties, was required by law to unbundle a number of its Southeast outlets last year. Thus, it tumbled to No. 3 in the retail pecking order in 1986.

Last year, Texaco kept a firm grip on the top rung of the retail ranking order, actually increasing its station count by 221. Texaco also marketed in the most states in 1986, a total of 46. Shell was second with 41 states.

While some majors are trimming back their retail networks, a few aggressive young second tier companies are adding stations and expanding into new markets. Gulf Oil, the Cumberland Farms division, has moved into the 14th slot with over 4,000 units. Getty, a new listing this year, expanded from 1,553 outlets in 1985 to 2,191 in 1986, a gain of over 600 stations.

		Outlets	*1985*
1	**Texaco**	18,939	(1)
2	**Exxon**	14,468	(3)
3	**Chevron**	13,879	(2)
4	**Mobil**	12,619	(5)
5	**Amoco**	12,337	(4)
6	**Shell**	11,133	(6)
7	**Phillips**	10,669	(8)
8	**Unocal**	10,633	(7)
9	**Standard Oil (Ohio)**	7,623	(9)
10	**Citgo**	7,296	(10)
11	**Conoco**	6,860	(11)
12	**Sun**	5,662	(12)
13	**American Petrofina**	4,209	(13)
14	**Gulf Oil**	4,180	—(a)
15	**Sinclair**	2,479	—(a)
16	**Marathon**	2,395	(14)
17	**Getty**	2,191	—(a)
18	**Diamond Shamrock**	2,016	(15)
19	**Kerr-McGee**	1,960	(17)
20	**Total**	1,915	—(a)
21	**Arco**	1,719	(18)

(a) Not ranked in last year's top 21 listing.

	Number of States*		Branded retail outlets	
	'86	'85	'86	'85
American Petrofina	24	24	4,209	4,385
Amoco	30	36	12,337	15,077
Arco	6	6	1,719	1,748
Chevron	33	43	13,879	18,645
Citgo	39	39	7,296	6,370
Conoco	40	38	6,860	6,276
Diamond Shamrock	12	12	2,016	2,034
Exxon	37	39	14,468	17,427
Getty	11	11	2,191	1,553
Gulf Oil	11	—(a)	4,180	—(a)
Kerr-McGee	22	20	1,960	1,879
Marathon	6	6	2,395	2,361
Mobil	40	40	12,619	13,310
Phillips	37	34	10,669	10,505
Shell	41	40	11,133	11,129
Sinclair	24	—(a)	2,479	—(a)
Standard Oil (Ohio)	29	19	7,623	7,930
Sun	29	29	5,662	5,830
Texaco	46	47	18,939	18,718
Total	19	21	1,915	1,942
Unocal	41	41	10,633	10,763

Source: NPN Questionnaires

*Includes District of Columbia

(a) Not ranked in last year's top 21 listing.

34 Oil Company Credit Cards in the U.S.—1986

(Add 000 in all categories)

Company	Active Accounts	Total Proprietary Cards	Proprietary Sales Volume	Bank Card Sales Volume	T&E Sales Volume	Total Credit Sales
Shell	4,800	15,000	$2,700,000	$324,000	—	$3,024,000
Amoco	4,300	16,700	2,600,000	319,600	$194,000	3,113,600
Chevron	3,900	16,200	2,900,000	244,000	New	3,145,000
Mobil	3,300	14,000	2,000,000	245,000	New	2,245,000
Texaco	3,100	13,500	2,458,400	353,000	175,000	3,986,400
Exxon	3,000	11,200	2,000,000	194,000	—	2,200,000
Unocal	2,200	7,000	2,050,000	220,000	45,000	2,318,000
Sohio	2,000	5,000	1,132,000	100,000	—	1,232,000
Phillips	1,000	4,500	700,000	135,000	—	837,000
Sunoco	1,000	4,200	725,000	81,000	4,000	810,000
Citgo	590	2,600	231,000	96,000	—	327,000
Cumberland	525	1,200	226,000	27,000	—	253,000
Diamond	320	1,100	260,000	46,000	3,000	310,000
Conoco	300	1,700	200,000	50,000	—	250,000
Marathon	250	1,200	180,000	13,000	—	193,000
Fina	170	650	130,000	6,500	New	136,900
Total	170	945	145,000	81,500	—	227,000
Kerr McGee	113	564	57,000	15,000	—	72,600
Ashland	80	165	78,000	42,000	—	126,000
Crown Central	80	175	36,000	34,000	—	72,000
Beacon	65	272	40,000	2,000	—	42,000
Sinclair	50	171	28,200	3,600	—	31,975
Tenneco	44	137	28,000	20,000	—	48,500
Derby	34	242	23,500	8,900	—	32,488
Cenex	26	207	14,300	New	—	14,300
Emro	9	44	24,000	12,000	—	36,000
Kent	6	23	2,600	New	New	2,600
Sing	5	14	3,900	4,000	—	7,960
Canal	3	9	1,400	—	—	1,400
Certified	4	8	2,000	—	—	2,000
Gibble	2	10	2,400	—	—	2,400
Kwik-Fill	2	5	30,000	New	—	30,000
MFA	2	5	1,800	2,500	—	4,300
Tesoro	2	6	1,700	—	—	1,700
Totals (top 20)	**31,198**	**149,299**	**20,808,400**	**2,576,650**	**421,000**	**24,748,500**
Totals (next 14)	**254**	**1,016**	**203,800**	**53,000**	—	**329,623**
Grand total Top 34 Companies	**31,452**	**118,752**	**$21,012,200**	**$2,679,600**	**$421,000**	**$24,136,123**

Source: The Nilson Report, May 1987.

Texaco Takes Top Spot in Card Sales, Amoco Leads in Card Accounts

Oil company credit card sales volume dropped between 1985 and 1986, probably reflecting lower oil prices, according to The Nilson Report, a newsletter for credit card executives in the oil and other industries.

The Report shows that oil company proprietary credit card sales, which account for 43% of consumer purchases at gasoline stations, fell from $26-billion in 1985 to $21-billion last year. Total oil company credit card sales, which includes bank cards, travel and expense cards (American Express, Diners Club, Carte Blanche, etc.), Discover and Choice cards in addition to proprietary cards, declined from $28.8-billion in 1985 to $24.1-billion last year.

According to the Report, Texaco had the highest total credit card volume of all the majors, $3.99-billion. This was, however, slightly lower than the $4.26-billion in 1985. Chevron was second, with $3.15-billion, and Amoco third, with $3.11-billion.

The Report, which includes credit card information on 34 oil companies (six more than its last oil industry update), also provides data on: oil company active accounts, number of proprietary and other credit cards in use, credit card losses, outstanding debt, credit card spending, number of transactions and other pertinent consumer and industry credit card information. This latest report appeared in May, 1987.

The Nilson Report is published monthly, but has no set schedule for updating its oil industry data. It can be obtained from the Nilson Report, P.O. Box 49936 (Barrington Station), Los Angeles, Calif. 90049, or calling 213-392-8478.

C-Store Sales, Margins on Upswing

Is the phenomenal growth of the convenience store industry nearing the saturation point, as some observers seem to think? Not according to the latest survey data of the National Assn. of Convenience Stores and other industry sources.

After a relatively modest increase (9.7%) in total C-store sales in the 1983-1984 period, the industry came back with a strong 14.1% increase in sales in 1985, according to the NACS 1986 "State of the Convenience Store Industry" survey. The nation's 61,000 C-stores (up 3,700) accounted for $54.2 billion in sales in the last reported year. Slightly less than half of this increase came from adding new stores, NACS pointed out.

C-store gasoline sales rose by 11.7% to $18.2 billion, the survey reported. Gasoline continues to account for about one third of all C-store dollar volume. Gross profit margins were healthier, too, for both gasoline and non-gasoline sales, NACS says (See table below).

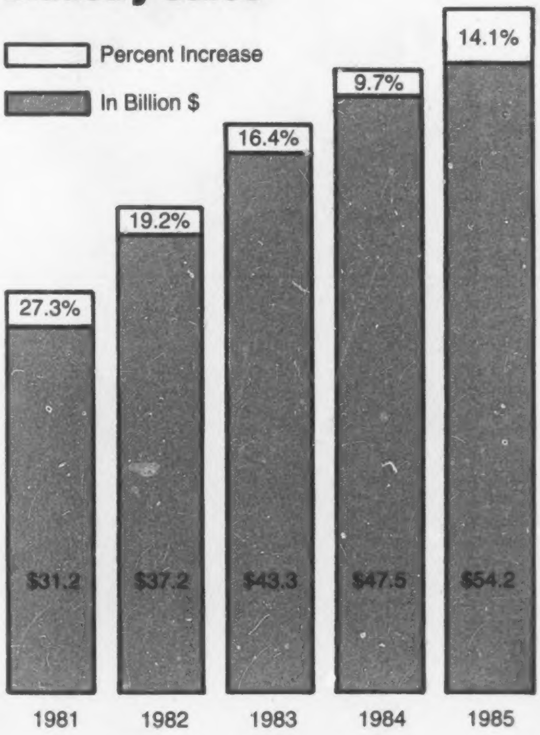
The average store had a pre-tax profit of $24,000 in 1985, down slightly from 1984. However, pre-tax profits were considerably higher than in 1982 ($14,500) and 1983 ($17,500). Additional C-store profit data is shown on p134.

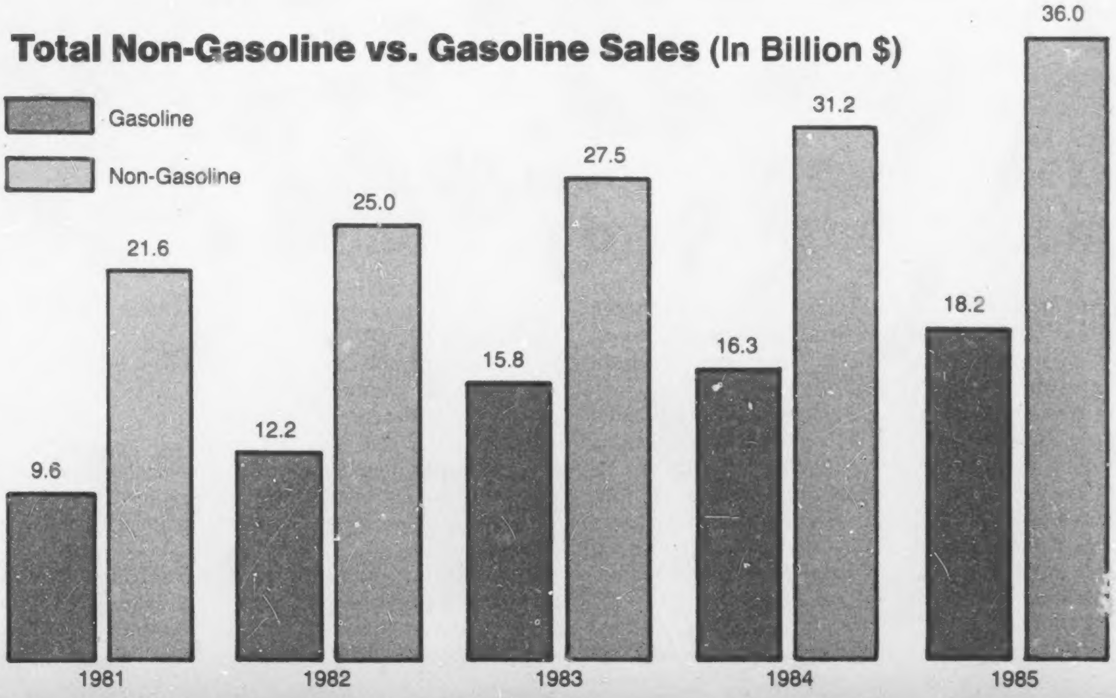
C-store Gross Margin As a Percent of Sales

Survey Year	Gasoline Margin %	Non-Gasoline Margin %	Average Margin %
1985	7.3	32.2	22.8
1984	6.0	32.0	21.6
1983	5.0	31.5	20.7
1982	4.5	30.1	20.8
1981	4.2	31.8	22.9

Source: NACS "1986 State of the Convenience Store Industry" survey.

Total Convenience Store Industry Sales




Total Non-Gasoline vs. Gasoline Sales (In Billion $)

C-store Profile Includes New P&L Data

For the first time, the 1986 NACS "State of the Convenience Store Industry" study presented summarized profit and loss information for typical C-stores. This new data is broken out by company size (See table below right). Also shown is updated information on the average investment required for new C-stores (See table at bottom of page).

Another perspective on C-stores operations is provided by the "State of the Industry" surveys conducted by Convenience Store Merchandiser, an industry publication. These surveys chart C-store activity according to independent operations (single stores, including franchisees) and chain outlets.

In addition to the sales and margin data shown here, information included in the magazine's surveys showed average inventory turns in 1986 of 15.4 for chains and 13.3 for independents, both improvements over the previous year. Pre-tax profits as a percentage of gross sales was 5.0% for chains and 5.98% for independents.

Comparing Chain C-store Product Categories

Product Category	Average Gross Profit Margin	Percent of In-Store Sales: Chains Selling Gasoline	Percent of In-Store Sales: Chains Not Selling Gasoline
Gasoline	7.7%	—	—
Automotive Supplies	33.1	2.2%	.1%
Tobacco	24.1	17.7	9.3
Beer & Wine	26.5	13.9	9.4
Cooler Soft Drinks	31.6	12.1	9.5
Fountain Soft Drinks	56.1	2.8	2.1
Fast Foods/Food Service	45.5	4.5	4.0
Deli	43.2	5.4	7.0
Milk & Dairy	17.9	5.4	5.9
Bake Off	37.5	.4	2.6
Ice Cream	31.4	1.8	1.3
Groceries	29.4	14.3	21.0
Candy	35.9	4.5	5.7
Magazines & Paperbacks	22.3	1.1	1.5
General Merchandise	33.0	1.7	2.8
HBA	34.0	3.0	.6
Snacks	36.4	4.7	2.1
Produce	29.6	.2	1.6
Frozen Foods	29.6	.2	1.2
Video Products	13.9	.6	1.6
Lottery Tickets	5.2	1.4	.9

Source: "1986 State of the Industry Report" for independent and chain stores, *Convenience Store Merchandiser.*

Average Sales per C-store—1986

(Add 000)

	Independent Stores			Chain Stores		
	In-Store Sales	Gasoline Sales	Total Sales	In-Store Sales	Gasoline Sales	Total Sales
Sell Gasoline	$345	$536	$880	$408	$566	$974
No Gasoline	533	—	533	653	—	653
Average (All Stores)	345	536	880	467	466	932

Source: "1986 State of the Industry Report" for independent and chain stores, *Convenience Store Merchandiser.*

Average C-store Sale Per Customer—1986

	Independent Stores		Chain Stores	
	In-Store Sale	Gasoline Sale	In-Store Sale	Gasoline Sale
Sell Gasoline	$3.74	$7.03	$2.58	$7.60
No Gasoline	3.46	—	4.82	—
Average (All Stores)	3.61	7.03	2.95	7.60

Source: "1986 State of the Industry Report" for independent and chain stores, *Convenience Store Merchandiser.*

1985 Profit and Loss Information

	B[a]	C[a]	D[a]	E[a]	Average
Non-Gas. Sales.	36%	47%	51%	50%	46%
Gasoline Sales	64	53	49	50	54
Total Sales	100%	100%	100%	100%	100%
Cost of Goods Sold	83.5	80.4	79.9	74.3	77.2
Gross Profit	16.5	19.6	20.1	25.7	22.8
Direct Store Operating Expense	12.9	14.7	15.1	18.7	16.9
Store Operating Profit	3.6	4.9	5.0	7.0	5.9
Corporate G&A	(2.5)	(3.4)	(2.7)	(4.1)	(3.5)
Other Income	.6	1.0	.8	1.5	1.2
Other Expense	(.3)	(.8)	(.6)	(1.2)	(.9)
Pretax Profit	1.4%	1.7%	2.5%	3.2%	2.7%

(a) Classifications: B, 11-50 stores; C, 51-200 stores; D, 201-500 stores; E, Over 500 stores.

Source: NACS "1986 State of the Convenience Store Industry" survey.

Average Investment per New C-store

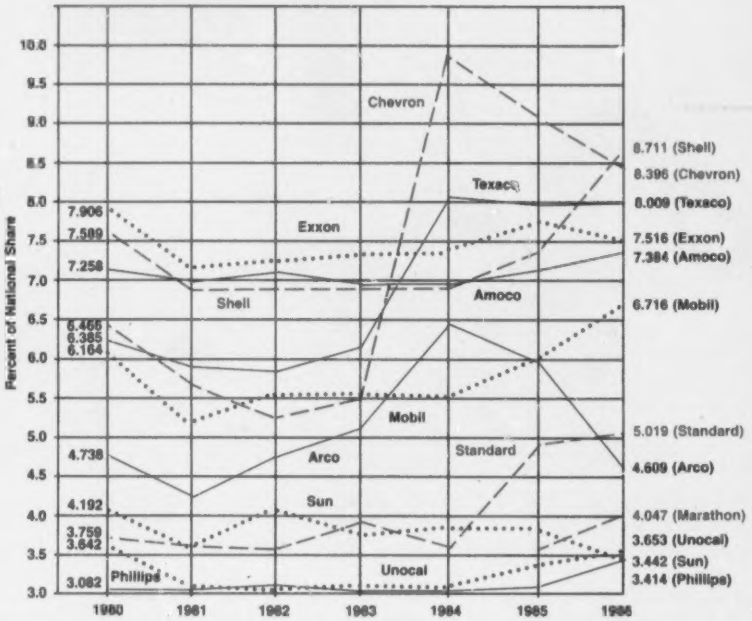
		1982		1983		1984		1985	
		Urban	Rural	Urban	Rural	Urban	Rural	Urban	Rural
	Land	$133,400	$ 57,100	$147,900	$ 89,800	$170,200	$108,700	$212,800	$110,800
	Building	101,400	91,600	125,300	101,700	149,800	106,900	180,000	118,900
Equipment	Fast Food	17,900	11,000	14,200	7,700	14,100	9,100	19,900	16,200
	Gas	46,300	34,600	59,900	50,000	55,100	49,400	65,700	73,700
	Non-Gas	70,700	38,800	53,600	48,000	61,000	39,300	63,000	48,100
	Total	**134,900**	**84,400**	**127,700**	**105,700**	**130,200**	**97,800**	**148,000**	**138,000**
	Inventory	47,500	39,100	50,000	45,000	46,000	42,800	56,900	43,100
	Other	—	—	—	—	—	—	—	—
	Total Investment	**$417,200**	**$272,200**	**$450,900**	**$342,200**	**$496,200**	**$356,200**	**$597,700**	**$410,800**

Source: NACS "1986 State of the Convenience Store Industry" survey.

Shell Spurts to the Top. . .

THE BIG PICTURE

By Market Share



Shell Oil Co. spurted to the top of the pile in 1986 and became the nation's No. 1 marketer of gasoline. It had been fourth in 1985 but had been as high as second in prior years.

Shell, with a 20.4% increase in volume last year, vaulted over Chevron, Texaco and Exxon—in that order—in finally nailing down a title that had been sort of a will-of-the-wisp target through the years.

Probably the biggest single thing that enabled Shell to fly so high in 1986 was its acquisition of 400 service stations in the Northeast from Arco during the latter's planned withdrawal from eastern marketplaces. Virtually all of the stations were big volume outlets in prime locations.

Shell said its service stations enjoyed an 11% increase in sales in 1986, the best performance record of any of the top companies in that period. Next biggest increase, percentagewise, was Mobil with 9.9%. But Mobil's included both service stations and other sales so this is not necessarily a quid pro quo comparison.

There were two other significant changes in the line-up of the top 15 gasoline marketing companies: Standard Oil Co., formerly Sohio, moved up one notch passing fading Arco in the process, and Marathon was added to the top 15 for the first time.

In bygone years, Marathon had been rather reluctant to release its gasoline volume details so it was hard to get a good fix on where it stood nationally. Now, however, Marathon is ranked ninth based on its sales of more than 4-billion gal. of gasoline in 1986. It also inserts Marathon ahead of Unocal, Sun and Phillips.

Shell, in taking over first place, bumped Chevron which had held the leadership since its late 1983 acquisition of the old Gulf Oil Corp. At that time, Chevron made an equally spectacular leap upwards, going from fifth to first in one fell swoop.

What hurt Chevron in 1986 was the fact that it had shed 4,000 stations in the Southeast in late 1985 and about 3,000 more in the Northeast in early 1986. The southeastern stations were divested as a result of a court order in the Gulf merger and the northeastern stations were a withdrawal from a marketplace where it had only marginal interests.

The southeastern stations were sold to Standard Oil and those in the northeast to Cumberland Farms, of Canton, Mass., the big C-store chain.

Chevron's gasoline volume in 1986 declined 3.3%. It and Phillips Petroleum were the only two "losers" last year, the Bartlesville, Okla., firm reporting a 1.2%

Gross Gallonage and Relative Shares of 15 Companies—1986-85

	1986 (total sales = 109,105,160,000 gal.)				1985 (total sales = 108,876,519,000 gal.)			
	Rank	% Mkt. Shr.	(Add 000) Gallonage	% Chng. '86 vs. '85	Rank	% Mkt. Shr.	(Add 000) Gallonage	% Chng. '85 vs. '84
Shell	1	8.711%	9,504,600	20.4%	4	7.251%	7,894,500	8.0%
Chevron	2	8.396	9,160,020	(3.3)	1	8.702	9,473,940	(8.4)
Texaco	3	8.009	8,738,100	1.8	2	7.885	8,584,800	(8.8)
Exxon	4	7.516	8,200,800	—	3	7.589	8,262,870	4.9
Amoco	5	7.384	8,017,590	2.6	5	7.181	7,818,300	6.0
Mobil	6	6.716	7,327,740	9.9	6	6.125	6,668,500	12.7
Standard	7	5.019	5,475,480	3.7	8	4.914	5,350,170	(13.0)
Arco	8	4.609	5,028,210	8.3	7	4.266	4,644,990	(32.7)
Marathon	9	4.047	4,415,040	5.9	9	3.830	4,169,760	NA
Unocal	10	3.653	3,985,800	7.0	11	3.421	3,725,190	2.3
Sun	11	3.442	3,755,850	2.9	10	3.450	3,648,540	(11.5)
Phillips	12	3.414	3,725,190	(1.2)	12	3.365	3,663,870	9.6
Conoco	13	2.740	2,989,350	3.7	13	2.647	2,882,040	NA
Southland	14	1.879	2,050,000	3.5	14	1.819	1,980,000	NA
Getty	15	1.096	1,195,740	8.3	15	1.014	1,103,760	NA
Total*	—	**76.6 %**	**83,569,510**	**5.2%**	—	**73.1 %**	**79,571,230**	**(NC)**

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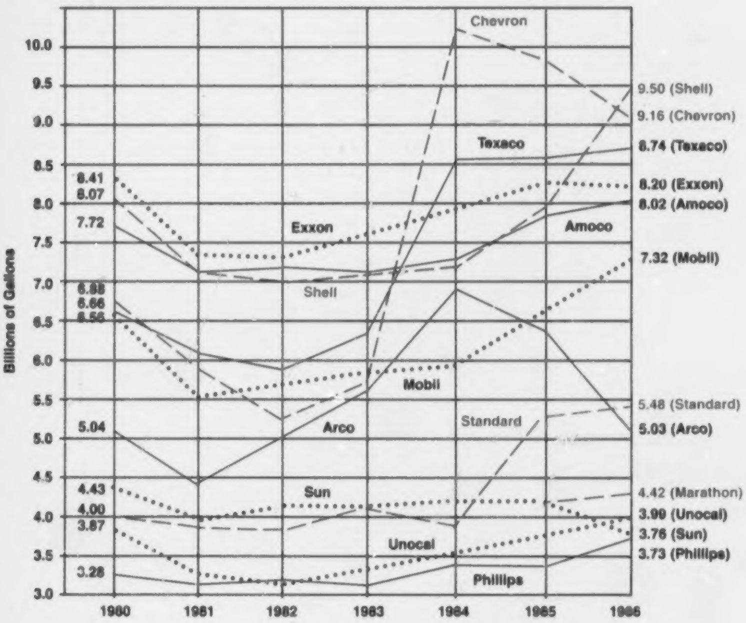
* The gross gallonage used in all four tables is that reported by the various companies in their annual reports as having been gasoline manufactured and sold by them during the calendar year to all sources, including inter-refinery sales. Some companies concede that the gasoline volumes may include small amounts of other products, such as avgas, naphtha, etc. These additions are not considered to be significant, however. (a) In connection with the 1984 and 1983 tables, Gulf was acquired by Chevron in 1984 and its gallonage was included in Chevron's for that year. Gulf is stated separately in 1983 to keep the tables in balance. Also, in the 1984 and 1983 tables, the percentage changes on an industrywide basis are not comparable because of

. . .As No. 1 Gasoline Marketer

In Billions of Gallons



decrease.

The net result of the Shell ascendency, however, is that Chevron became No. 2, Texaco No. 3 and Exxon No. 4 (See related table).

Dallas, Tex.-based Southland Corp. was added to the list of 15 this year because even though it's nominally a C-store chain it also is a major gasoline marketer and has its own refinery in Lake Charles, La., a 100,000 b/d facility that is operating at almost full speed. Its volume in 1986 was a little over 2-billion gal.

The two biggest "pure" gasoline marketers—that is those without refining facilities of their own—are Cumberland Farms and Getty Petroleum Corp. Cumberland noted that it had obtained control of the former Chevron-Gulf properties in mid-1986, thus it did not have a full year of operations under its belt by Dec. 31. A spokesman indicated, however, that earlier this year it was moving about 1.7-billion gal./year. That's rather surprising, however, because Cumberland previously had been credited with about 2.5-billion gal./year of gasoline.

Getty disclosed its gasoline sales volumes in 1985 and 1986 for the first time since it went from a five state to an 11-state marketer on the East Coast two years ago. Getty's 1986 sales were 1.2-billion gal., an increase of 8.3% over 1985. Its total product sales were over 2-billion gal. last year, a spanking 14% increase over the preceding year. Getty buys all of its product and has no refinery connection.

Cumberland, while not owning and/or operating a refinery, is about as close to it as a company could be without the formalities. Cumberland has a contract arrangement with Newfoundland Refining, Inc., under which the old Canadian refinery will be put back on stream later this summer. It is owned by an independent investor group but Cumberland is handling the crude oil purchases and has committed itself to buying all of the product—about 100,000 b/d—for its American marketplaces [*NPN*—Apr. '86, p27].

The gasoline volumes involved in this evaluation are those reported by the oil companies in their annual reports and ancillary financial statements. The volumes are total sales, not just those designed for highway use. Thus the totals can include highway use, inter-refinery sales and other distribution procedures. Federal Highway Administration highway consumption data for 1985 and 1986 are presented in order to provide a roundhouse estimate of this marketplace as a basis for comparisons.

Gross Gallons and Relative Shares of 12 Companies—1984-83

	1984 (total sales = 106,331,239,000 gal.)				1983 (total sales = 104,2[illegible]31,000 gal.)			
	Rank	% Mkt. Shr.	(Add 000) Gallonage	% Chng. '84 vs. '83	Rank	% Mkt. Shr.	(Add 000) Gallonage	% Chng. '83 vs. '82
Chevron	1	9.732%	10,347,750	82.4%	7	5.442%	5,672,100	4.5%
Texaco	2	8.146	8,661,450	34.2	4	6.191	6,453,930	8.5
Exxon	3	7.410	7,879,620	1.8	1	7.427	7,741,650	4.8
Shell	5	6.877	7,312,410	2.6	2	6.897	7,189,770	(1.7)
Amoco	4	6.935	7,373,730	2.6	3	6.839	7,128,450	1.3
Mobil	7	5.565	5,917,380	—	8	5.427	5,656,770	13.9
Arco	6	6.487	6,898,500	22.0	5	5.677	5,917,300	2.1
Sohio	9	3.705	6,147,330	50.2	10	3.868	4,031,790	(4.4)
Sun	8	3.878	4,123,770	2.3	9	3.926	4,093,110	9.4
Unocal	10	3.345	3,556,560	2.3	12	3.336	3,476,844	6.9
Phillips	11	3.143	3,341,940	2.8	11	3.118	3,249,960	(1.9)
Gulf (a)	—	—	—	—	6	5.574	5,810,070	(4.8)
Total		64.5 %	68,601,750	(N.C.)		63.73 %	66,424,840	(N.C.)

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the various spinoffs.

Sources: Oil company annual reports and statistical supplements. The national gallonage totals for 1985, 1984 and 1983 are those of Federal Highway Administration for taxable consumption on and off-highway. The total for 1986 is an estimate by *NPN* based on FHA data and a 2.1% volume growth indicated by a variety of sources.

Share of Market—Top 20 Companies in 1985

Production

	Crude oil and liquid oil			Natural gas	
	(Add 000 b/d)	% of Mkt.		Millions/CF	% of Mkt.
Exxon	768.0	7.22%	Chevron	765,770	4.66%
Standard Oil	719.7	6.77	Exxon	761,025	4.63
Arco	647.7	6.09	Texaco	755,915	4.60
Texaco	640.0	6.02	Amoco	682,185	4.15
Chevron	587.1	5.52	Mobil	603,345	3.67
Shell	530.0	4.98	Shell	601,885	3.66
Amoco	401.0	3.77	Arco	485,355	2.95
Mobil	352.0	3.31	Tenneco	375,692	2.29
Phillips	346.0	3.25	Phillips	319,740	1.95
Sun	195.1	1.83	Unocal	287,255	1.75
Unocal	170.9	1.61	Sun	239,440	1.46
U.S. Steel	160.2	1.51	DuPont	230,680	1.40
Occidental	147.6	1.39	Occidental	219,365	1.34
DuPont	120.0	1.13	Tex. Oil & Gas	198,475	1.21
Tenneco	101.4	0.95	Consolidated Gas	150,100	0.91
City of Long Beach	81.7	0.77	Pennzoil	138,438	0.84
Amerada Hess	72.0	0.68	U.S. Steel	137,712	0.84
Union Pacific	67.9	0.64	Union Pacific	115,194	0.70
El Paso	54.7	0.51	Enron Corp.	109,309	0.67
Sante Fe	49.9	0.47	El Paso	107,000	0.65
U.S. Total	**10,636.0**	**100%**		**16,428,000**	**100%**

Proved Reserves

	Crude oil and liquid oil				
	(Million/bbl.)	% of Mkt.		(Billions/CF)	% of Mkt.
Arco	2,746.0	7.55%	Exxon	17,962	9.29%
Exxon	2,722.0	7.49	Amoco	9,902	5.12
Standard Oil	2,647.8	7.28	Chevron	7,752	4.01
Shell	2,528.0	6.95	Mobil	7,600	3.93
Chevron	2,088.0	5.74	Standard Oil	7,219	3.73
Amoco	1,782.0	4.90	Shell	7,051	3.65
Texaco	1,766.0	4.86	Arco	6,134	3.17
Mobil	1,036.0	2.85	Texaco	5,803	3.00
Sun	699.0	1.92	Unocal	4,728	2.45
Unocal	666.0	1.83	Phillips	3,580	1.85
U.S. Steel	586.4	1.61	Tenneco	3,564	1.84
Phillips	576.0	1.58	Sun	2,588	1.34
Occidental	546.0	1.50	El Paso	2,426	1.25
DuPont	373.0	1.03	Occidental	2,264	1.17
Tenneco	318.0	0.87	DuPont	2,105	1.09
Amerada Hess	213.0	0.59	Texas Oil & Gas	1,836	0.95
Union Pacific	169.5	0.47	U.S. Steel	1,797	0.93
Pennzoil	156.0	0.43	Union Pacific	1,662	0.86
Sante Fe	131.3	0.36	Panhandle East.	1,465	0.76
Tex. Oil & Gas	106.8	0.29	Enron Corp.	1,388	0.72
U.S. Total	**36,360.0**	**100%**		**193,369**	**100%**

Refining Capacity

	Capacity (000 b/d)	% of Total capacity	(000 b/d)	Runs capacity	% of Total
Chevron	1,879.2	12.73%	Chevron	1,358.0	11.25%
Exxon	1,200.0	8.13	Exxon	1,054.0	8.73
Shell	1,019.6	6.91	Shell	890.0	7.37
Amoco	982.0	6.65	Amoco	839.0	6.95
Texaco	873.2	5.92	Texaco	838.0	6.94
Mobil	755.0	5.11	Arco	750.9	6.22
Standard Oil	664.5	4.50	Mobil	647.0	5.36
Arco	655.0	4.44	Standard Oil	597.5	4.95
U.S. Steel	492.5	3.34	Phillips	487.0	4.03
Unocal	474.5	3.21	U.S. Steel	402.7	3.34
Sun	443.0	3.00	Sun	391.7	3.24
DuPont	400.0	2.71	Unocal	374.0	3.10
Ashland	346.5	2.35	DuPont	365.0	3.02
Phillips	300.0	2.03	Ashland	297.5	2.46
Southland	297.0	2.01	Southland	219.0	1.81
Koch	280.0	1.90	Union Pacific	186.2	1.54
Coastal	261.3	1.77	Coastal	145.0	1.20
Union Pacific	220.0	1.49	Total Petro	143.4	1.19
Kerr-McGee	164.8	1.12	Diamond Sham.	124.8	1.03
Total Petro	152.0	1.03	Kerr-McGee	122.0	1.01
U.S. Total	**14,761.5**	**100%**		**12,073.5**	**100%**

Source: American Petroleum Institute, Market Shares and Industrial Company Data for U.S. Energy Markets 1950-1985.

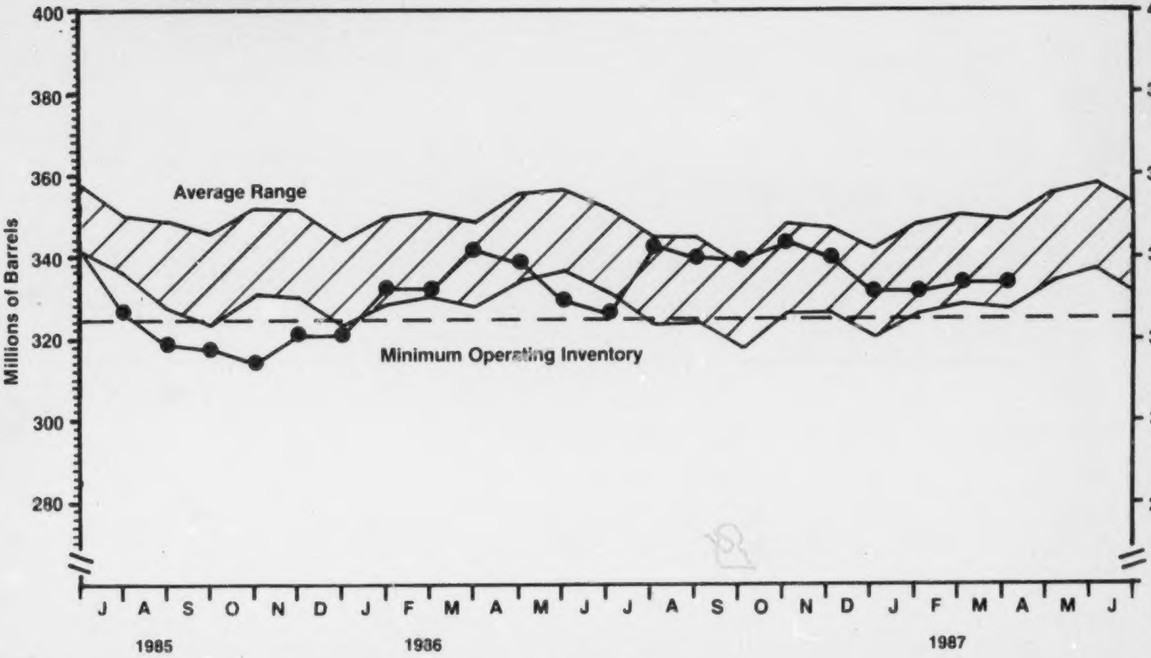
Share of Market—Concentration Ratios

(% of U.S. total)

	1985	1980	1975	1970	1965	1960
Gasoline Sales						
4 Firms	29.7%	28.5%	29.5%	30.7%	—	—
8 Firms	50.2	49.5	50.3	54.6	—	—
15 Firms	67.5	66.3	60.6	74.9	—	—
20 Firms	71.5	72.1	74.7	80.0	—	—
30 Firms	71.6	77.9	—	—	—	—
Proved Reserves of Crude Oil and Liquids						
4 Firms	29.3	31.1	36..3	—	—	—
8 Firms	47.6	46.3	55.6	—	—	—
15 Firms	58.0	59.5	70.4	—	—	—
20 Firms	60.1	62.7	74.5	—	—	—
30 Firms	61.8	65.7	—	—	—	—
Production of Crude Oil and Liquids						
4 Firms	26.1	25.3	26.1	26.3	23.9	20.8
8 Firms	43.7	40.8	41.2	41.7	38.5	33.5
15 Firms	55.3	56.1	57.0	56.9	50.3	44.2
20 Firms	58.4	60.6	61.2	61.1	55.0	49.1
30 Firms	62.0	64.8	—	—	—	—
Refining Capacity						
4 Firms	34.4	29.0	29.9	32.5	30.4	32.0
8 Firms	54.4	49.0	53.5	57.5	54.3	55.0
15 Firms	73.0	67.0	74.1	78.1	75.0	72.5
20 Firms	80.3	74.5	81.3	84.3	83.0	81.4
30 Firms	88.8	82.3	—	—		
Refinery Runs						
4 Firms	34.3	31.2	32.9	34.2	31.0	33.2
8 Firms	57.8	53.9	57.7	61.0	55.3	56.8
15 Firms	78.8	73.6	79.4	84.6	73.3	74.2
20 Firms	84.6	81.5	86.8	91.1	81.4	83.4

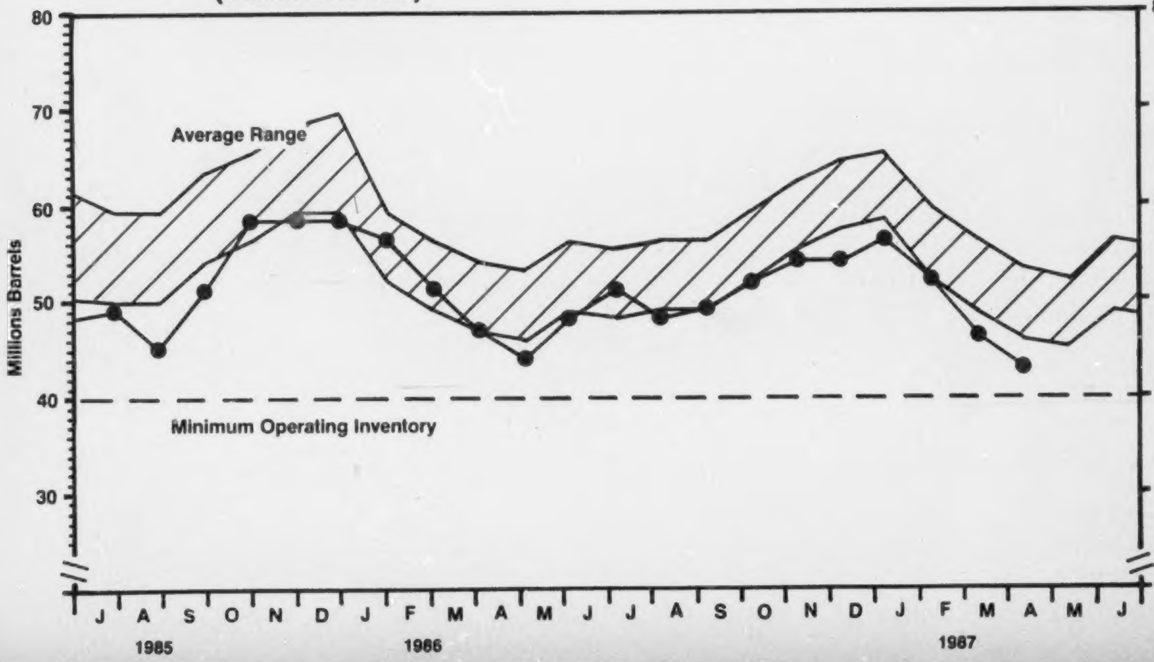
Source: American Petroleum Institute, Market Shares and Individual Company Data for U.S. Energy Markets 1950-1985.

Stocks of Crude Oil, U.S. Total (Millions of bbl.)

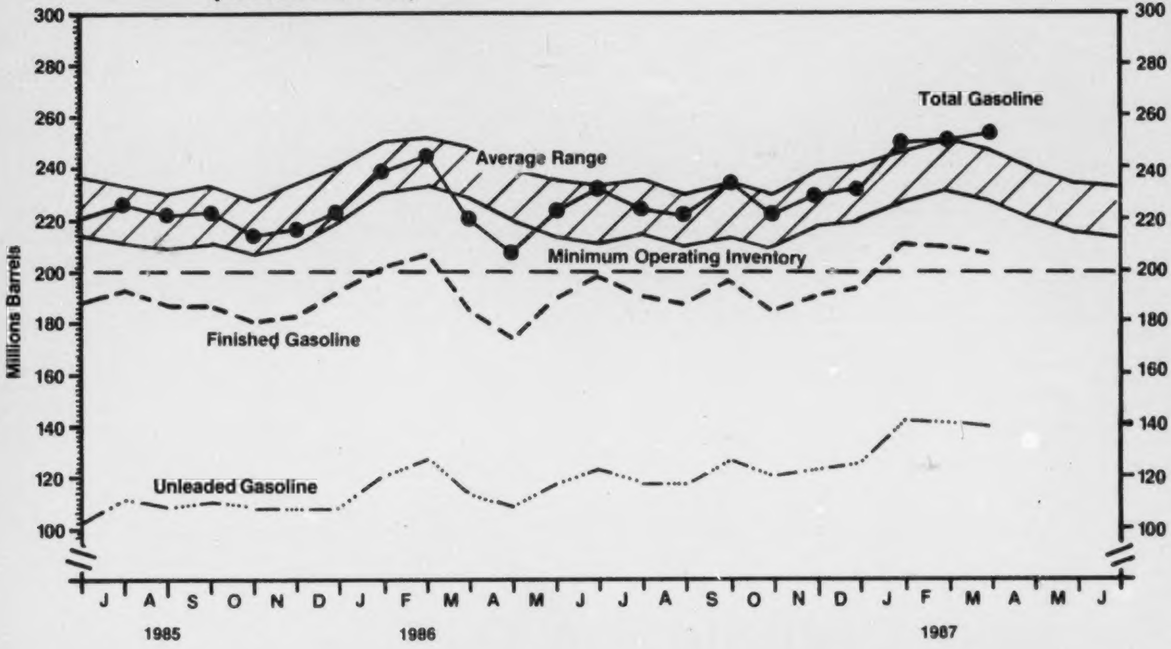


Crude Stocks at Primary Levels include those held at refineries, in pipelines, and in lease tanks, but do not include those held in the Strategic Petroleum Reserve operated by the U.S. Government. The average level and width of average range are based on three years of monthly data. The seasonal pattern is based on seven years of monthly data. National Petroleum Council defines the Minimum Operating Inventory as the minimum level required for routine operation. By its definition, runouts and shortages could occur if inventory levels fall below that level for any extended period of time. NPC revised its minimum operating levels in late-1983.
Source: Department of Energy, Weekly Statistical Reports, 1986.

Stocks of Residual Fuel Oil, U.S. Total (Millions of bbl.)

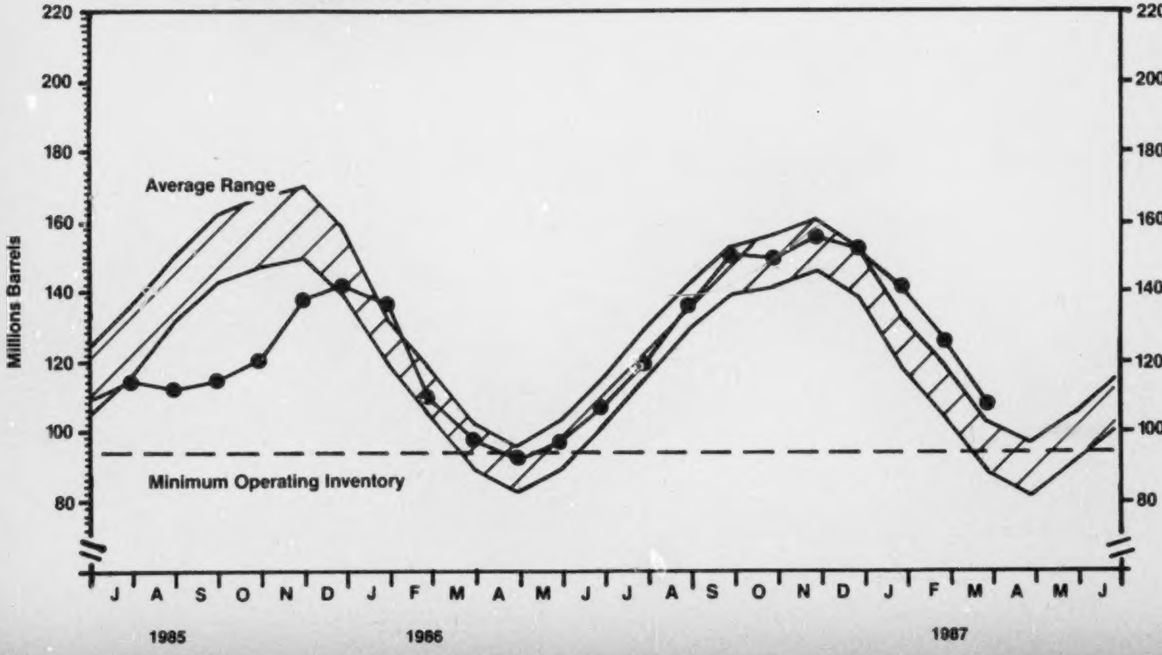


Stocks of Motor Gasoline, U.S. Total (Millions of bbl.)



Product stocks at the Primary Level include those held at refineries, in pipelines, and at major bulk terminals. They do not include stocks held in secondary distribution facilities such as jobber tanks, consumer tanks, and/or barges designed for consumer markets. The average level and width of average range are based on three years of monthly data. The seasonal pattern is based on seven years of monthly data. National Petroleum Council defines the Minimum Operating Inventory as the minimum level required for routine operation. By its definition, runouts and shortages could occur if inventory levels fall below that level for any extended period of time. NPC revised its minimum operating levels in late-1983.
Source: Energy Information Administration, Weekly Statistical Reports, 1986.

Stocks of Distillate Fuel Oil, U.S. Total (Millions of bbl.)



Stocks of Motor Gasoline

(Add 000,000 bbl.)

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
1986												
Finished Gasoline	201.5	206.6	185.0	174.6	189.5	197.6	190.5	188.0	196.7	185.0	190.7	194.3
Leaded	81.6	79.5	71.0	66.0	71.5	74.6	72.9	69.7	70.1	65.1	67.2	68.4
Unleaded	119.9	127.1	114.0	108.6	118.0	123.0	117.6	118.3	126.6	120.0	123.4	125.9
Blending Components	37.6	38.2	35.0	34.1	33.1	35.8	34.6	34.8	38.3	38.2	39.4	39.0
Total Gasoline	239.0	244.8	219.9	208.6	222.6	233.4	225.2	222.8	235.1	223.2	230.1	233.3
East Coast	66.4	72.3	64.6	58.6	67.3	70.8	67.7	64.5	67.8	65.5	63.6	65.3
Midwest	66.7	69.9	64.8	56.7	57.8	61.4	58.5	58.4	61.0	57.9	62.4	62.9
Gulf Coast	66.4	64.9	56.5	60.2	63.4	65.9	63.0	65.6	66.8	63.3	66.3	69.6
Rocky Mountain	7.8	8.0	7.5	6.8	6.1	6.4	6.4	6.0	6.1	5.7	6.5	7.0
West Coast	31.7	29.8	26.5	26.3	27.9	28.8	29.5	28.3	31.4	30.8	31.3	28.5
1985												
Finished Gasoline	198.4	189.2	185.6	181.8	181.1	186.2	192.1	188.1	187.4	180.2	183.3	190.3
Leaded	88.7	82.5	80.8	77.5	75.5	85.1	80.0	79.1	76.1	71.5	74.5	81.4
Unleaded	109.7	106.7	104.8	104.4	105.6	101.1	112.1	109.0	111.3	108.6	108.7	108.9
Blending Components	35.3	35.7	33.2	33.2	33.8	32.1	34.4	33.5	35.6	33.7	33.8	32.5
Total Gasoline	233.7	224.9	218.8	215.0	214.9	218.3	226.5	221.6	223.1	213.9	217.0	222.8
East Coast	62.4	59.8	61.5	59.8	60.6	62.4	66.1	61.9	59.4	57.5	64.5	65.7
Midwest	71.1	67.4	66.0	60.2	55.1	58.1	60.6	64.8	67.5	59.4	58.7	59.2
Gulf Coast	59.6	60.4	57.0	59.2	62.0	60.9	64.1	61.3	61.1	62.2	60.8	63.5
Rocky Mountain	8.4	8.3	8.2	7.1	7.1	6.7	5.4	5.3	6.0	6.3	6.5	6.8
West Coast	32.2	29.0	26.2	28.7	30.1	30.2	30.2	28.2	29.2	28.6	26.6	27.7

Stocks of Distillate Fuel Oil

(Add 000,000 bbl.)

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
1986												
Total U.S.	139.0	112.8	99.3	95.3	97.8	108.8	122.8	138.1	152.6	152.1	158.4	155.0
East Coast	55.5	37.9	35.9	30.0	30.7	35.5	46.4	58.8	68.7	73.3	73.9	74.8
Midwest	38.3	33.2	27.3	28.1	28.5	29.5	30.0	31.1	33.9	31.3	34.3	34.7
Gulf Coast	29.7	26.1	23.4	24.9	25.7	29.0	32.3	35.3	36.1	33.9	36.3	30.9
Rocky Mountain	3.2	3.3	2.4	2.6	3.0	3.0	3.1	3.0	2.9	2.7	3.0	3.3
West Coast	12.3	12.3	10.3	9.7	10.0	11.8	11.1	9.8	11.0	10.9	11.0	11.2
1985												
Total U.S.	142.4	121.4	99.3	96.8	104.4	109.7	115.7	113.8	117.4	123.4	139.7	143.7
East Coast	56.3	43.4	32.8	31.3	33.5	34.3	38.8	41.0	47.1	52.4	61.4	58.6
Midwest	44.3	40.2	32.2	29.4	30.3	32.6	32.7	32.4	32.8	32.0	34.5	37.2
Gulf Coast	27.3	23.8	21.3	24.0	27.0	27.9	28.4	26.0	24.6	27.3	30.2	32.9
Rocky Mountain	3.7	3.5	2.9	2.3	2.7	3.1	3.1	2.9	2.6	2.2	2.4	2.9
West Coast	10.7	10.5	10.2	9.9	10.9	11.9	12.8	11.5	10.4	9.5	11.1	12.1

Stocks of Residual Fuel Oil

(Add 000,000 bbl.)

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
1986												
Total U.S.	48.1	42.7	38.8	35.9	39.6	43.0	40.4	41.3	44.0	45.8	46.3	47.5
East Coast	21.6	18.0	14.8	14.1	15.8	18.3	17.3	18.4	21.8	23.3	21.3	22.9
Midwest	3.8	4.0	3.3	3.2	3.2	3.2	3.1	3.1	3.1	3.0	3.3	3.5
Gulf Coast	11.9	10.2	10.0	10.3	10.1	12.2	11.5	11.8	10.0	11.0	11.8	12.1
Rocky Mountain	0.5	0.4	0.4	0.4	0.4	0.4	0.4	0.3	0.3	0.3	0.3	0.3
West Coast	10.3	10.0	10.3	7.9	10.0	8.9	8.1	7.7	8.8	8.2	9.6	8.7
1985												
Total U.S.	46.2	45.1	46.1	46.2	41.4	39.6	40.5	37.2	43.4	50.4	50.3	50.4
East Coast	23.0	20.2	21.6	20.5	17.6	17.2	18.5	14.6	19.8	25.6	24.4	23.0
Midwest	3.0	3.4	3.5	3.6	3.7	3.7	3.5	3.8	3.4	3.1	3.8	4.0
Gulf Coast	10.6	11.4	11.1	11.7	11.4	10.4	9.4	9.4	11.9	12.7	12.4	12.6
Rocky Mountain	0.5	0.5	0.6	0.5	0.5	0.5	0.4	0.4	0.5	0.4	0.4	0.5
West Coast	9.1	9.6	9.4	10.0	8.2	7.9	8.7	9.0	7.8	8.7	9.3	10.3

Source: Energy Information Administration, Weekly Statistical Reports.

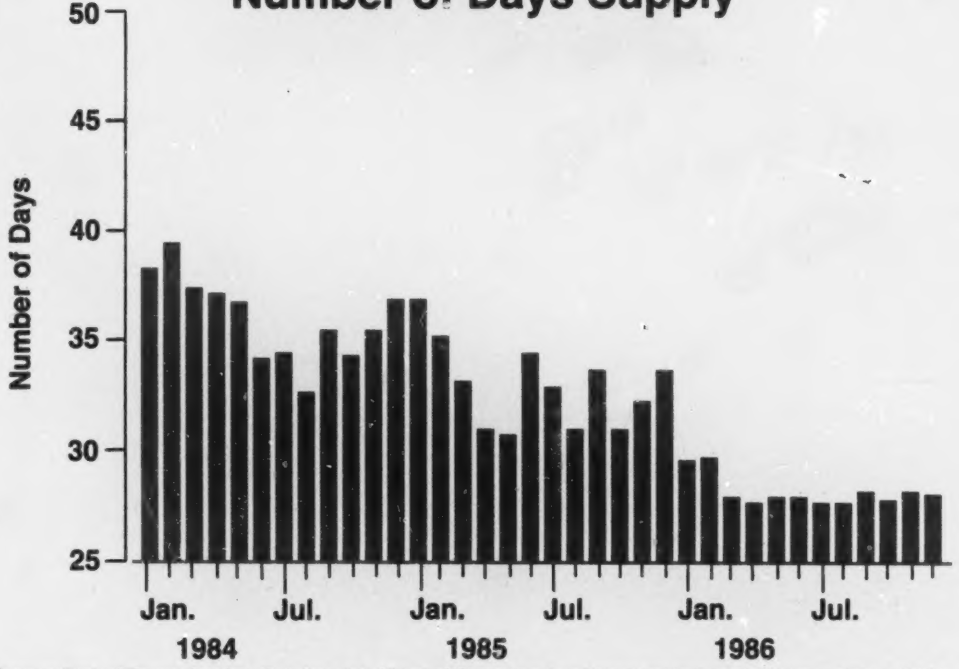
Refinery and Bulk Terminal Stocks By States and PAD Regions—1986

(Add 000 bbl.)

State	Leaded Gasoline	Unleaded Gasoline	Kerosine	Distillate	Residual
PAD District 1					
Connecticut	394	876	150	3,503	459
Delaware, D.C., Maryland	551	1,522	134	4,578	1,531
Florida	1,902	4,601	262	2,093	1,296
Georgia	1,213	1,705	84	1,539	281
Maine	274	758	146	1,599	678
Massachusetts	546	1,683	95	5,368	2,107
New Hampshire, Vermont	49	90	w	811	78
New Jersey	2,023	7,747	305	20,098	8,156
New York	1,427	3,623	323	11,515	3,764
North Carolina	1,130	1,595	415	1,872	763
Pennsylvania	2,052	3,599	760	6,315	2,116
Rhode Island	229	389	w	2,253	342
South Carolina	658	1,104	123	1,141	406
Virginia	1,318	1,796	177	3,415	837
West Virginia	135	179	20	210	99
TOTAL	**13,901**	**31,267**	**3,271**	**66,310**	**22,913**
PAD District 2					
Illinois	2,818	4,475	374	4,226	1,026
Indiana	1,660	2,404	299	3,053	322
Iowa	736	804	w	1,542	w
Kansas	1,302	1,737	46	2,285	44
Kentucky	591	976	79	1,005	162
Michigan	1,552	2,438	227	2,169	154
Minnesota	954	1,079	w	1,934	703
Missouri	578	907	w	915	w
Nebraska	292	261	0	549	0
North & South Dakota	311	364	24	1,109	w
Ohio	1,940	2,622	581	2,206	259
Oklahoma	919	1,098	342	1,793	127
Tennessee	877	1,080	92	1,118	324
Wisconsin	884	1,170	w	1,790	105
TOTAL	**15,414**	**21,415**	**2,132**	**25,694**	**3,453**
PAD District 3					
Alabama	635	718	50	812	1,211
Arkansas	279	299	w	215	22
Louisiana	2,124	4,160	411	5,210	4,269
Mississippi	849	1,291	17	2,081	349
New Mexico	196	191	w	285	16
Texas	7,630	14,307	1,163	13,626	6,185
TOTAL	**11,713**	**20,966**	**1,663**	**22,229**	**12,052**
PAD District 4					
Colorado	482	631	3	503	36
Idaho	152	97	0	130	0
Montana	652	433	w	783	82
Utah	236	296	0	529	122
Wyoming	336	457	w	831	104
TOTAL	**1,858**	**1,914**	**34**	**2,776**	**344**
PAD District 5					
Alaska	389	630	w	1,150	w
Arizona	342	433	w	205	0
California	4,431	7,177	208	5,113	5,444
Hawaii	85	408	0	242	w
Nevada	149	288	w	222	w
Oregon	1,078	897	w	1,201	274
Washington	1,685	1,652	w	1,710	1,062
TOTAL	**8,159**	**11,485**	**278**	**9,843**	**8,164**
U.S. Total	**51,045**	**87,047**	**7,378**	**126,852**	**46,926**

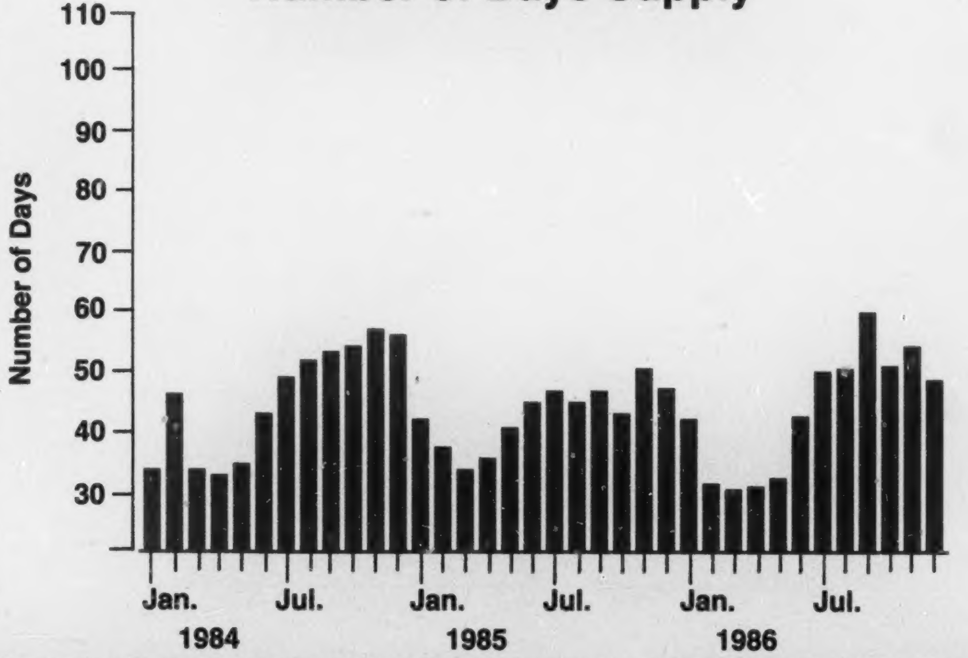
W = Withheld to avoid disclosure of individual company data.
Source: Energy Information Administration, Petroleum Supply Monthly, December 1986.

Gasoline Inventories Number of Days Supply



Sources: Dept. of Energy, American Petroleum Inst. Historical Range based on highest and lowest value between 1973 and1980.

Distillate Inventories Number of Days Supply



Sources: Dept. of Energy, American Petroleum Inst. Historical Range based on highest and lowest value between 1973 and 1980.

U.S. Crude Oil Production—1985-1976

(Thousands of b/d)

	1985	1984	1983	1982	1981	1980	1979	1978	1977	1976
PAD District 1										
Florida	31.4	39.6	53.4	70.2	95.3	117.2	129.2	130.2	127.8	121.5
New York	2.9	2.3	2.3	2.3	2.3	2.3	2.3	2.3	2.3	2.3
Pennsylvania	13.3	11.7	11.7	11.7	10.2	7.2	7.9	7.9	7.4	8.3
Virginia	**	**	0.2	0.1	**	**	**	**	**	**
West Virginia	9.7	9.7	9.9	8.9	9.5	6.4	6.6	6.5	6.9	6.9
Total	**57.3**	**63.3**	**77.5**	**93.2**	**117.3**	**133.1**	**146.0**	**146.9**	**144.4**	**139.0**
PAD District 2										
Illinois	82.9	79.1	80.0	75.9	66.0	62.0	59.7	64.0	70.2	71.8
Indiana	14.2	15.1	14.6	15.2	12.9	13.6	12.9	12.8	14.6	12.7
Kansas	206.6	207.5	196.1	193.2	180.3	164.3	156.2	155.0	157.5	160.4
Kentucky	21.3	21.3	21.6	20.2	17.9	16.2	15.1	15.7	18.0	20.4
Michigan	74.8	83.7	86.9	86.2	89.5	97.8	95.5	95.0	90.3	83.1
Nebraska	19.0	17.7	17.5	18.8	18.3	17.0	16.6	16.1	16.4	16.9
North Dakota	139.3	144.3	138.9	129.5	124.4	110.2	84.7	68.0	63.8	59.4
Ohio	41.1	41.8	41.0	39.9	37.1	35.3	32.8	30.6	28.4	27.3
Oklahoma	445.9	461.3	434.5	434.6	422.1	410.2	393.6	412.2	428.4	441.0
South Dakota	4.4	3.7	3.2	3.2	2.7	2.1	2.3	2.4	1.7	1.2
Other (a)	2.9	3.3	3.6	3.7	3.2	2.4	1.9	1.8	2.4	1.8
Total	**1,052.4**	**1,078.8**	**1,037.9**	**1,020.4**	**974.4**	**931.1**	**871.3**	**873.6**	**891.7**	**896.0**
PAD District 3										
Alabama	59.1	54.3	51.4	54.8	56.6	60.5	52.5	54.3	50.0	40.2
Arkansas	52.2	51.3	51.6	51.6	50.3	49.8	51.7	55.7	55.3	49.5
Louisiana	1,392.4	1,411.7	1,313.9	1,255.9	1,231.0	1,281.8	1,341.6	1,459.6	1,542.2	1,657.1
Mississippi	83.9	89.8	86.2	90.5	93.7	98.2	102.3	115.1	117.9	125.9
New Mexico	215.2	217.4	205.9	194.6	196.1	205.1	218.2	228.4	239.0	251.7
Texas	2,435.2	2,478.8	2,473.0	2,535.1	2,589.4	2,670.6	2,789.3	2,942.6	3,117.5	3,250.0
Total	**4,238.0**	**4,303.4**	**4,182.0**	**4,182.5**	**4,217.1**	**4,366.0**	**4,555.6**	**4,855.7**	**5,121.9**	**5,374.4**
PAD District 4										
Colorado	82.9	79.0	79.6	83.7	83.0	81.4	88.5	100.8	108.1	106.5
Montana	81.6	81.5	80.1	84.7	84.4	80.0	82.1	83.5	89.5	89.7
Utah	111.8	95.0	80.9	61.5	70.9	68.2	76.0	85.9	90.7	93.7
Wyoming	352.1	340.5	324.1	324.1	357.7	345.2	361.3	376.4	373.9	366.5
Total	**628.4**	**596.0**	**564.7**	**554.0**	**596.0**	**574.8**	**607.9**	**646.6**	**662.2**	**656.4**
PAD District 5										
Alaska	1,825.3	1,727.1	1,713.8	1,695.6	1,609.1	1,616.6	1,400.9	1,229.1	463.6	173.2
Arizona	0.5	0.6	0.6	0.9	1.0	1.1	1.3	1.1	1.2	1.4
California	1,161.3	1,128.8	1,108.7	1,100.2	1,054.7	975.2	965.1	951.2	957.8	890.8
Nevada	8.3	5.2	2.2	1.7	1.9	2.4	3.4	3.2	1.8	0.4
Total	**2,995.4**	**2,861.7**	**2,825.3**	**2,798.4**	**2,666.7**	**2,595.3**	**2,370.7**	**2,184.6**	**1,424.4**	**1,065.8**
Total U.S.	**8,972**	**8,903**	**8,688**	**8,648**	**8,571**	**8,600**	**8,551**	**8,707**	**8,244**	**8,131**

**Less than 100 barrels per day.

(a) Missouri and Tennessee.

Source: Independent Petroleum Assn. of America and American Petroleum Institute Data Book.

Domestic Supply Trend (Add 000,000 bbl.)

Year	All products	Gasoline	Kerosine (a)	Distillate	Residual	LPG	Lubes	Other
1986 (b)	5,883	2,555	431	1,054	509	552	48	734
1985	5,740	2,493	404	1,047	439	584	53	720
1984	5,756	2,449	391	1,041	501	576	57	741
1983	5,585	2,417	353	982	519	551	53	710
1982	5,568	2,386	339	977	618	443	51	754
1981	5,861	2,404	342	1,032	762	407	56	858
1980	6,932	2,536	397	1,389	1,033	414	58	1,105
1979	6,758	2,568	388	1,210	1,032	456	66	1,038
1978	6,879	2,705	377	1,253	1,103	358	63	1,020
1977	6,710	2,633	350	1,223	1,121	369	58	956
1976	6,391	2,567	351	1,147	1,025	381	56	864
1975	5,958	2,436	347	1,041	899	362	50	823
1973	6,317	2,453	386	1,124	1,030	404	59	851
1971	5,552	2,213	385	971	838	369	49	727
1970	5,364	2,131	358	927	804	363	50	731
1965	4,202	1,720	220	776	587	307	47	545
1960	3,610	1.512	132	685	559	227	43	427

(a) Kerosine includes jet fuel; (b) Preliminary.
Source: Petroleum Supply Monthly, Energy Information Administration, January 1987

U.S. Estimated Petroleum Balance (Add 000 b/d)

Petroleum Products Supplied From Primary Storage (a)	Full year 1986	1985	% Chng.	4th Quarter 1986	1985	% Chng.	3rd Quarter 1986	1985	% Chng.	2nd Quarter 1986	1985	% Chng.
Products Supplied:												
Motor gasoline, total	7,012	6,831	2.6	7,035	6,820	3.2	7,324	6,963	5.2	7,077	7,005	1.0
Finished leaded gasoline	2,154	2,425	(11.2)	1,979	2,312	(14.4)	2,248	2,409	(6.7)	2,240	2,536	(12.6)
Finished unleaded gasoline	4,858	4,406	10.3	5,056	4,508	12.2	5,076	4,554	11.5	6,837	4,442	8.9
Naphtha-jet	204	214	(4.7)	209	207	1.0	201	209	(3.8)	205	235	(12.8)
Kerosine-jet	1,105	1,005	10.0	1,174	1,086	8.1	1,111	1,003	10.8	1,087	941	15.5
Distillate fuel oil	2,903	2,868	1.2	3,034	2,970	2.2	2,538	2,549	(0.4)	2,776	2,666	4.1
Residual fuel oil	1,415	1,202	17.7	1,470	1,271	15.7	1,423	1,086	31.0	1,350	1,109	21.7
All other oils	3,878	3,870	0.2	4,067	4,005	1.5	3,898	4,017	(3.0)	3,708	3,742	(0.9)
Reclassified	−334	−262	27.5	−365	−334	8.1	−352	−291	21.0	−294	−211	39.3
Total domestic products supplied	16,183	15,728	2.9	16,628	16,025	3.8	16,143	15,536	3.9	15,909	15,487	2.7
Exports	766	781	(1.9)	794	882	(10.0)	647	743	(12.9)	788	720	9.4
Total Products Supplied	**16,949**	**16,509**	**2.7**	**17,422**	**16,907**	**3.0**	**16,790**	**16,279**	**3.1**	**16,697**	**16,207**	**3.0**
Supply:												
Domestic production												
Crude oil	8,667	8,971	(3.4)	8,364	8,968	(6.7)	8,662	8,901	(2.7)	8,824	9,066	(2.7)
Natural gas liquids	1,567	1,609	(2.6)	1,505	1,650	(8.8)	1,554	1,579	(1.6)	1,577	1,591	(0.9)
Other supply	804	759	5.9	679	787	(11.3)	519	827	(37.2)	697	769	(9.4)
Total domestic supply	11,038	11,339	(2.7)	10,548	11,405	(7.5)	10,735	11,307	(5.1)	11,098	11,426	(2.9)
Imports:												
Crude oil, total (b)	4,077	3,083	32.2	4,367	3,591	21.6	4,832	3,019	60.1	4,080	3,281	24.4
Canadian	555	468	18.6	587	488	20.3	553	436	26.8	624	506	23.3
Other	3,522	2,615	34.7	3,780	3,103	21.8	4,279	2,583	65.7	3,456	2,775	24.5
Products, total	1,952	1,866	4.6	1,994	2,044	(2.4)	2,027	1,721	17.8	1,809	1,902	(4.9)
Residual Fuel oil	644	510	26.7	669	617	8.4	640	491	30.3	612	392	56.1
Other	1,306	1,356	(3.7)	1,325	1,427	(7.1)	1,387	1,230	12.8	1,197	1,510	(20.7)
Total imports	6,029	4,949	21.8	6,361	5,635	12.9	6,859	4,740	44.7	5,889	5,183	13.6
Total supply	**17,067**	**16,288**	**4.8**	**16,909**	**17,040**	**(0.8)**	**17,594**	**16,047**	**9.6**	**16,987**	**16,909**	**2.3**

(a) Preliminary for 1986: (b) Does not include SPR imports or reserves.
Source: American Petroleum Institute, Monthly Statistical Reports, 1986.

U.S. Refinery Operations (Add 000 b/d)

U.S. Refinery Operations (a)	Full year 1986	1985	% Chng.	4th Quarter 1986	1985	% Chng.	3rd Quarter 1986	1985	% Chng.	2nd Quarter 1986	1985	% Chng.
Input to crude oil distillation units	12,833	12,165	5.5	12,914	12,578	2.7	13,197	12,330	7.0	13,172	12,221	7.8
Operable capacity	15,494	15,671	(1.1)	15,534	15,717	(1.2)	15,558	15,710	(1.0)	15,497	15,656	(1.0)
Refinery utilization	82.8%	77.6%	6.7	83.1%	80.0%	3.9	84.8%	78.5%	8.0	85.0%	78.1%	8.8
Crude oil runs	12,716	12,002	5.9	12,774	12,396	3.0	13,095	12,141	7.9	13,005	12,064	7.8

(a) Preliminary for 1986.
Source: American Petroleum Institute, Monthly Statistical Reports, 1986.

Crude and Product Inventories (Add 000,000 bbl.)

Stocks	4th Quarter 1986	1985	% Chng.	3rd Quarter 1986	1985	% Chng.	2nd Quarter 1986	1985	% Chng.	1st Quarter 1986	1985	% Chng.
Crude oil (a)	323.4	320.9	0.8	335.1	317.4	5.6	321.6	344.9	(6.5)	339.9	329.1	3.3
Unfinished oils	94.9	106.7	(11.1)	97.8	104.1	(6.1)	112.6	113.8	(1.1)	102.6	110.2	(6.9)
Total motor gasoline	237.5	222.8	6.6	230.3	223.1	3.2	227.2	218.3	4.1	220.4	220.1	0.1
Finished leaded motor gasoline*	67.9	81.4	(16.6)	68.9	76.1	(9.5)	73.3	85.1	(13.9)	72.2	81.3	(11.2)
Finished unleaded motor gasoline*	130.4	108.9	19.7	122.8	111.3	10.3	118.8	101.1	17.5	113.3	105.1	7.8
Naphtha-Jet	7.0	6.7	4.5	6.2	6.9	(10.1)	6.0	6.2	(3.2)	6.0	6.9	(13.0)
Kerosine-Jet	42.2	33.8	24.9	43.0	35.2	22.2	38.8	36.5	6.3	40.4	37.2	8.6
Distillate fuel oil	153.2	143.7	6.6	150.0	117.4	27.8	105.5	109.7	(3.8)	95.7	99.4	(3.7)
Residual fuel oil	43.4	50.4	(13.9)	43.6	43.4	0.5	38.7	39.6	(2.3)	39.2	46.3	(15.3)
All other oils	167.1	140.5	18.9	209.7	165.7	26.6	170.3	166.3	2.4	132.6	148.5	(10.7)
Total all oils	**1,068.7**	**1,025.5**	**4.2**	**1,115.7**	**1,013.2**	**10.1**	**1,020.7**	**1,034.5**	**(1.3)**	**976.8**	**997.7**	**(2.1)**

*Included in total motor gasoline: (a) Does not include SPR.
Source: American Petroleum Institute, Monthly Statistical Reports 1986.

Petroleum Product Consumption—1985

(Add 000 bbl.)

	Motor Gasoline	Aviation Fuels	Middle Distillates (a)	Residual Fuel	Asphalt	Propane	All Other (b)	Total Products
Alabama	41,199	2,914	16,364	1,796	4,170	3,517	8,688	78,648
Alaska	9,112	14,083	8,869	762	538	276	4,178	37,818
Arizona	36,549	3,739	7,386	286	2,845	819	6,411	58,035
Arkansas	26,258	614	11,498	674	1,402	3,239	5,425	49,110
California	294,592	55,372	81,128	56,856	15,369	13,519	64,187	581,023
Colorado	39,947	7,715	11,234	167	3,444	3,118	8,150	73,775
Connecticut	29,406	1,075	12,590	21,291	2,325	1,265	8,439	76,391
Delaware	8,618	156	5,823	1,857	918	1,544	2,349	21,265
Dist. of Columbia	3,570	101	3,028	963	20	(c)	954	8.636
Florida	125,450	17,830	30,317	28,956	7,398	7,625	27,021	244,597
Georgia	70,184	14,914	20,404	2,279	5,083	5,038	14,642	132,544
Hawaii	8,129	11,115	2,618	11,592	342	88	4,208	38,092
Idaho	9,614	339	5,037	357	701	596	2,067	18,711
Illinois	95,700	2,304	27,289	1,026	8,326	6,841	17,571	159,057
Indiana	59,940	15,330	29,210	1,711	5,922	4,931	14,536	131,580
Iowa	33,986	555	16,186	388	2,246	8,018	7,623	69,002
Kansas	54,469	3,824	29,562	762	1,887	35,005	15,587	141,096
Kentucky	38,860	3,116	18,701	290	2,078	3,228	8,231	74,504
Louisiana	55,188	11,110	39,814	27,831	2,037	12,397	18,427	166,804
Maine	12,471	533	7,391	8,803	2,425	682	4,012	36,317
Maryland	43,787	2,578	16,904	7,155	5,027	1,644	9,575	86,670
Massachusetts	51,516	6,847	32,855	30,841	1,166	2,039	15,557	140,821
Michigan	96,806	5,085	24,471	1,782	3,085	8,624	17,369	157,222
Minnesota	57,395	7,813	24,607	1,140	5,537	8,702	13,064	118,258
Mississippi	30,870	3,075	21,187	4,988	2,280	7,339	8,661	78,400
Missouri	56,817	5,810	16,493	381	4,767	4,956	11,081	100,305
Montana	12,107	632	7,108	449	1,624	1,506	2,909	26,335
Nebraska	16,687	596	11,192	298	525	3,348	4,054	36,700
Nevada	12,705	3,465	5,605	77	936	706	2,918	26,412
New Hampshire	5,759	92	5,534	3,297	948	1,375	2,112	19,117
New Jersey	117,227	43,208	80,695	37,024	5,253	2,727	35,536	321,670
New Mexico	18,736	990	7,864	560	1,666	6,680	4,533	41,029
New York	135,650	2,609	75,292	56,331	8,000	5,669	35,215	318,766
North Carolina	71,839	4,392	27,347	5,933	3,829	6,240	14,851	134,431
North Dakota	9,039	216	8,183	231	1,162	3,969	2,832	25,632
Ohio	109,466	6,759	39,421	2,120	7,036	4,398	21,013	190,213
Oklahoma	47,023	3,577	20,661	701	4,443	7,644	10,438	94,487
Oregon	29,941	2,051	15,882	2,639	3,150	1,270	6,822	61,755
Pennsylvania	106,116	9,921	53,490	18,463	5,453	4,834	24,624	222,901
Rhode Island	9,789	376	7,327	1,932	3,301	312	2,861	25,898
South Carolina	35,430	724	11,526	2,418	1,517	3,055	6,790	61,460
South Dakota	8,948	240	5,618	9	934	1,603	2,155	19,507
Tennessee	63,676	4,710	26,322	557	4,893	2,194	12,711	115,063
Texas	286,197	70,501	132,955	41,512	13,105	77,173	77,178	698,621
Utah	19,518	2,904	7,552	772	1,750	1,309	4,198	38,003
Vermont	2,404	136	2,328	220	366	561	747	6,762
Virginia	63,242	8,272	27,233	7,435	4,476	2,527	14,057	127,242
Washington	47,329	13,187	25,239	9,911	2,263	2,372	12,457	112,758
West Virginia	13,507	200	6,002	1,012	477	412	2,684	24,294
Wisconsin	48,230	1,495	20,499	143	1,876	5,749	9,686	87,678
Wyoming	7,308	167	9,066	316	1,860	3,298	2,734	24,749
TOTAL U.S.	**2,688,306**	**379,367**	**1,160,907**	**409,294**	**172,181**	**295,981**	**634,128**	**5,740,143**

(a) Includes kerosine.

(b) Includes naphtha, lubricants, waxes, petroleum coke and gas.

(c) Included with Maryland area.

Source: Independent Petroleum Assn. of America, "The Oil and Gas Producing Industry in Your State," 1986.

IPAA's Updated Outlook: Paper Thin Edges Keep Things on the Plus Side

(Add 000 b/d except for closing stocks)

	1987 Forecast						
DEMAND	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	F.Y. 1987	F.Y. 1986	% Chng
Domestic Products				(Add 000 b/d)			
Motor Gasoline	6,654	7,175	7,293	7,070	7,050	7,018	0.5
Aviation Fuels	1,345	1,362	1,397	1,414	1,380	1,332	3.6
Middle Distillates	3,354	2,822	2,710	3,207	3,022	3,004	0.6
Residual Fuel Oil	1,340	1,235	1,250	1,295	1,280	1,399	(8.5)
Other Products	3,463	3,457	3,660	3,507	3,521	3,388	3.9
Domestic Demand	16,156	16,051	16,310	16,493	16,253	16,141	0.7
Total Exports	775	704	694	758	731	770	(5.1)
TOTAL DEMAND	**16,931**	**16,755**	**17,004**	**17,251**	**16,984**	**16,911**	**0.4**

SUPPLY							
Domestic Production							
Crude Oil	8,409	8,320	8,270	8,205	8,300	8,668	(4.2)
Natural Gas Liquids	1,554	1,518	1,509	1,546	1,532	1,571	(2.5)
Total Production	**9,963**	**9,838**	**9,779**	**9,751**	**9,832**	**10,239**	**(4.0)**
Imports							
Motor Gasoline	313	374	402	346	359	363	1.1
Aviation Fuels	44	59	65	55	56	54	3.7
Middle Distillates	230	178	232	285	231	246	(6.1)
Residual Fuel Oil	632	568	594	625	605	650	(6.9)
Other Products	609	636	612	645	626	637	(1.7)
Total Products	1,828	1,815	1,905	1,956	1,887	1,950	(3.2)
Crude Oil Imports	3,869	4,438	4,673	4,587	4,394	4,063	8.1
Total Imports	5,697	6,253	6,578	6,543	6,271	6,013	4.3
Other Supply	726	850	823	838	807	818	(1.3)
TOTAL SUPPLY	**16,836**	**16,941**	**17,180**	**17,132**	**16,910**	**17,070**	**(0.9)**
Refinery Inputs	12,303	12,924	13,058	12,957	12,809	13,178	(2.8)

CLOSING STOCKS (millions of bbl.)							
Motor Gasoline	247.33	237.92	231.65	231.27	231.27	233.33	(8.8)
Aviation Fuels	50.62	49.37	49.34	47.30	47.30	52.18	(9.4)
Middle Distillates	112.53	117.57	138.29	146.07	146.07	163.57	(10.7)
Residual Fuel Oil	38.14	40.53	43.44	45.34	45.34	47.51	(4.6)
Other Products	251.75	273.48	270.82	255.40	255.40	254.16	0.5
Total Products	700.37	718.87	733.54	725.38	725.38	750.75	(3.4)
Crude Oil Stocks	332.50	330.92	332.32	329.48	329.48	331.33	(0.6)
TOTAL STOCKS	**1,032.87**	**1,049.79**	**1,065.86**	**1,054.86**	**1,054.86**	**1,081.97**	**(2.5)**

Source: IPAA-U.S. Supply and Demand Forecast, May 1987.

Independent Petroleum Assn. of America, in a fresh projection on what's ahead in 1987, says the outlook really hasn't changed much since last fall; if anything, the association says, it now believes that oil marketers are facing even flatter times than had been anticipated last October [*NPN*—Jan. '87, p35].

One of the significant trends spotted in the new IPAA study: Crude and product inventories will be down as much as 10.7% (middle distillates) by Dec. 31. As the tables above show, IPAA expects only marginal changes in gasoline consumption from 1986, along with a continuing decline in crude production. Imports will continue to edge upward by an additional 250,000 b/d, IPAA says.

This latest forecast was issued at the association's mid-May meeting in Las Vegas, Nev.

Supply-Demand Forecast to 2000

Conoco's annual projections on the world of oil through the year 2000 are sobering forecasts for marketers and consumers alike.

There is nothing strikingly new in the current predictions; most have been cited in recent years not only by Conoco but by other oil companies and government energy experts.

What is strikingly important this time around, however, is that current consumption patterns and a rising tide of imports indicate the Organization of Petroleum Exporting Countries (OPEC) may be able to dominate production and prices in the short-term future.

Conoco anticipates that U.S. demand for crude oil and products will continue to grow at a 1% per year increase between now and the end of the century, adding 3-million b/d to the current consumption rate of 15.7-million b/d.

"As oil demand rises, U.S. requirements will have to be met by higher imports," says the Conoco study, "World Energy Outlook through 2000." "Crude oil and product imports will increase from 26% of demand in 1985 to 41% in 1990 and to 56% in 2000."

(Other forecasts say the import factor could hit 55% to 60% in the early 1990s).

"Furthermore, the bulk of the increase in imports is likely to come from regions vulnerable to supply disruptions," Conoco says. "From the standpoint of energy security, this trend represents a significant backward step to the conditions of the early 1970s."

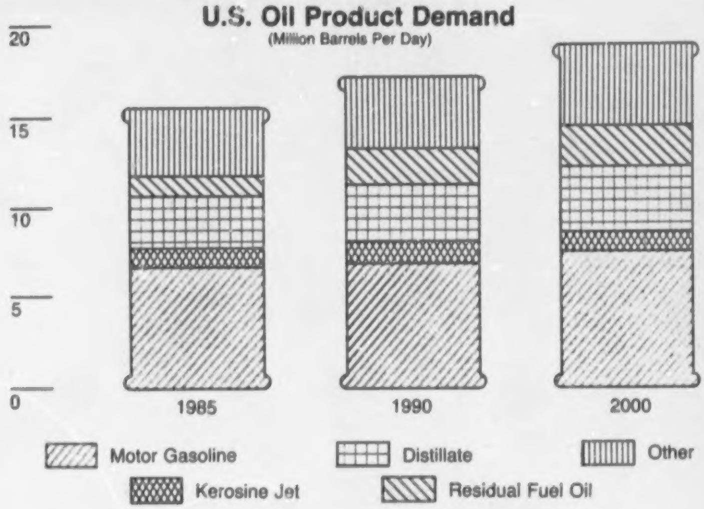
What Conoco is pointing up here is that imports, which were running a little more than 4-million b/d in 1985, will be close to 11-million b/d by 2000. The study says that OPEC will probably be supplying 60% of world demand by 2000 and that, depending on price and production, may be supplying as much as 75%.

U.S. crude production will continue to decline over the next 10 to 15 years and capital investments, because of the slump in prices, will not be able to hit the $200-billion which is believed necessary to stabilize oil and gas exploration and development through 1990. Here are some additional Conoco comments:

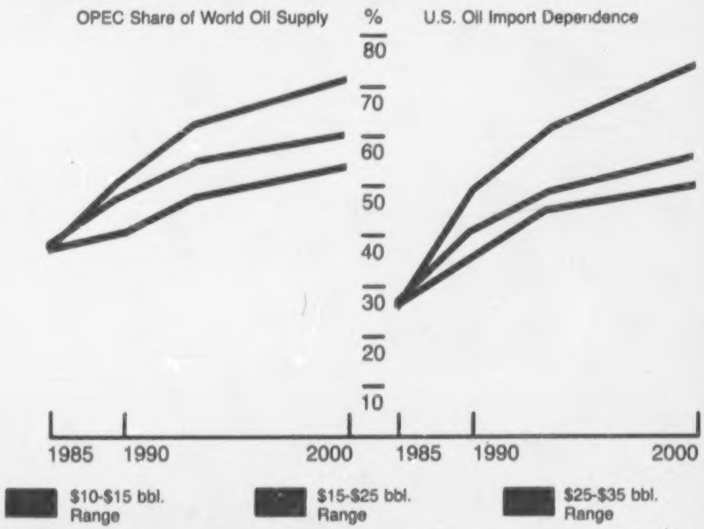
"U.S. oil demand will increase from 15.7-million b/d in 1985 to 19.0-million b/d in 1990. Gasoline demand will rise as lower prices not only spur increased driving but also slow efficiency gains. Strong gains in the transportation sector, offsetting continued weakness in heating oil, will boost distillate fuel oil demand.

"Lower prices will have the largest impact on residual fuel oil demand which will nearly double. By 2000, fuel oil will win back from natural gas much of the dual-fueled industrial and utility boiler market that it lost after the second oil price runup."

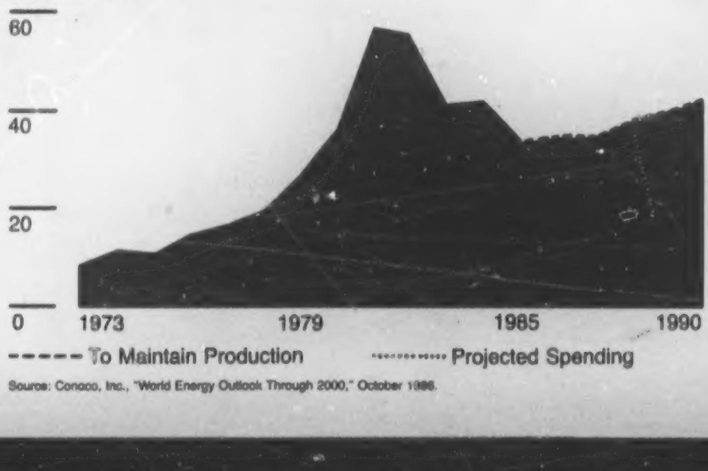
On domestic and international crude oil prices, Conoco's prognosticators think they will creep up to the $18 to $20 bbl. range by 1990 and to the $40 to $50 range by the turn of the century.


U.S. Oil Product Demand
(Million Barrels Per Day)

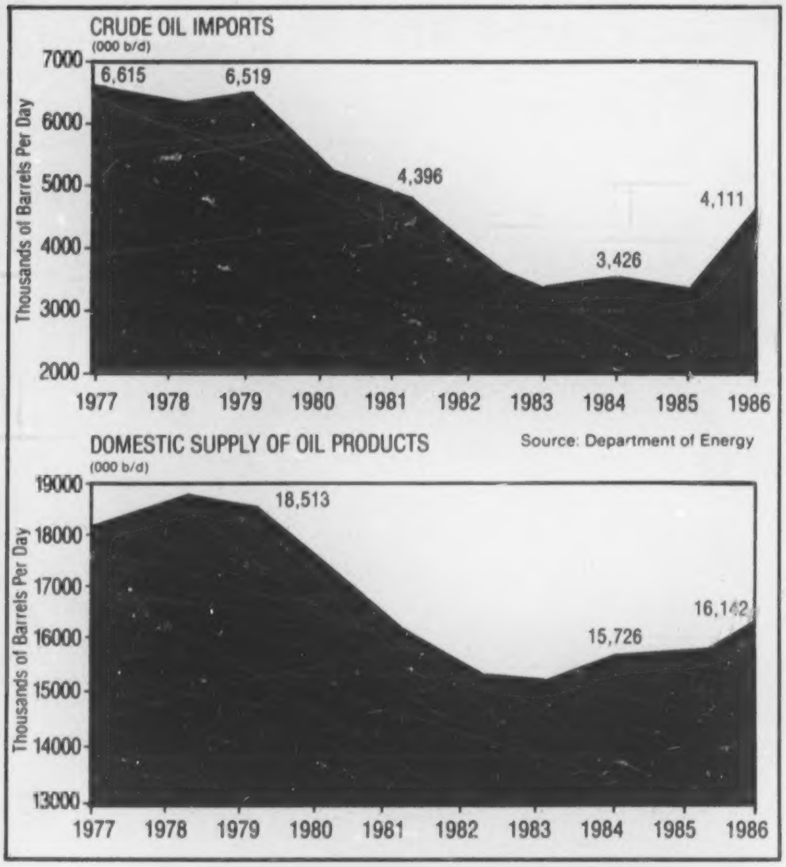
Comparison of Alternative Scenarios



U.S. Petroleum Industry Upstream Capital Requirements
(Billion Dollars)



Source: Conoco, Inc., "World Energy Outlook Through 2000," October 1986.



Source: Department of Energy

Unleaded Gasoline: The Growth by Years

(Add 000 b/d)

	Total Gasoline Consumption	Unleaded Gasoline Consumption	Unleaded Percent of total
1986 January	6,487	4,404	67.9
February	6,438	4,341	67.4
March	6,970	4,706	67.5
April	7,083	4,813	67.9
May	6,995	4,714	67.4
June	7,200	4,934	68.5
July	7,519	5,232	69.6
August	7,434	5,131	69.0
September	6,857	4,800	70.0
October	7,232	5,068	70.1
November	6,983	4,882	71.1
December	7,077	5,129	72.5
Average	**7,018**	**4,850**	**69.1**
1985 Avg.	**6,831**	**4,406**	**64.5**
1984 Avg.	**6,693**	**3,987**	**59.6**
1983 Avg.	**6,622**	**3,647**	**55.1**
1982 Avg.	**6,539**	**3,409**	**52.1**
1981 Avg.	**6,588**	**3,264**	**49.5**
1980 Avg.	**6,579**	**3,067**	**46.6**
1979 Avg.	**7,034**	**2,798**	**39.8**
1978 Avg.	**7,412**	**2,521**	**34.0**
1977 Avg.(a)	**7,177**	**1,976**	**27.5**
1976 Avg.	**6,978**	—	—
1975 Avg.	**6,675**	—	—
1974 Avg.	**6,537**	—	—
1973 Avg.	**6,674**	—	—

(a) Unleaded was mandated in July, 1977.
Source: Energy Information Administration, Petroleum Supply. Monthly, December 1986, published February 1987.

Supply and Demand, Principal Products (Add 000 bbl.)

	Motor Gasoline	Aviation Gasoline	Distillate Fuel Oil	Residual Fuel Oil	Jet Fuel (a)	Lubricants	Asphalt
Domestic Supply							
1986 (b)	2,561,444	10,803	1,059,842	510,485	475,472	47,292	163,526
1985	2,493,361	9,969	1,046,827	438,840	444,702	53,096	155,136
Production							
1986 (b)	2,465,538	10,867	1,020,905	323,833	471,867	55,061	149,811
1985	2,342,981	7,919	980,351	321,997	433,892	53,081	146,332
Imports							
1986 (b)	107,939	35	85,866	237,224	19,509	3,603	10,358
1985	138,954	6	73,089	186,284	11,011	4,628	12,942

(a) Includes Naphtha and Kerosine-based fuels: (b) Preliminary.

U.S. Oil Imports (a) (Add 000 b/d)

Year	Crude Oil	Other Products	Residual Fuel Oil	Total Imports	% of Total U.S. Supply
1986	4,111	1,300	650	6,061	37.5%
1985	3,201	1,356	510	5,067	32.3
1984	3,426	1,330	681	5,437	34.6

(a) Does not include Strategic Petroleum Reserve; (b) Preliminary.
Source: Energy Information Administration, Petroleum Supply Monthly, December 1986.

Origins of U.S. Oil Imports

	OPEC Sources		Arab OPEC		Hemispheres	
	Thous. b/d	% of total imports	Thous. b/d	% of total imports	Western Thous. b/d	Eastern Thous. b/d
1986	2,768	45.7	1,149	19.0	2,914	3,137
1985	1,830	36.1	472	9.3	2,855	2,130
1984	2,049	37.7	819	15.1	2,703	2,734

Source: Energy Information Administration, Petroleum Supply Monthly, December 1986.

	Total Well Completions			Proved Reserves				Supply (Add 000 b/d)	
Year	Total (a)	Dry	% Dry	Crude Oil (b)	Crude Production/ Reserve Ratio	Natural Gas (c)	Natural Gas Production/ Reserve Ratio	Domestic Crude & Natl. Gas Lqds.	Crude & Product Imports
1986 (d)	42,387	14,001	33.0	NA	NA	NA	NA	10,239	6,061
1985	71,359	21,699	30.4	28,416	9.3	193.4	10.6	10,580	5,067
1984	85,728	25,456	29.7	28,446	9.4	197.5	11.5	10,509	5,437

(a) Includes oil, gas, and dry completions, but not service wells; (b) Millions of bbl.; (c) Trillions of cubic feet; (d) Preliminary.
Source: Energy Information Administration, December 1986: American Petroleum Institute.

Top 10 Importers of Crude and Product

Company	Headquarters	Volume	% of U.S. Total
	CRUDE OIL AND PRODUCT		
Chevron Corp.	San Francisco	519	8.7%
Texaco Inc.	White Plains, N.Y.	456	7.6
Amerada Hess Corp.	New York	274	4.6
Shell Oil Co.	Houston, Tex.	257	4.3
Sun Company	Philadelphia, Pa.	243	4.1
Coastal Corp.	Houston, Tex.	239	4.0
Amoco Corp.	Chicago	231	3.9
Exxon	New York	227	3.8
Koch Industries	Wichita, Kan.	214	3.6
U.S. Steel Corp.*	Pittsburgh, Pa.	208	3.5
Total Top 10		2,868	48.1
Total U.S.		5,968	
*Marathon Petroleum Co.			
	CRUDE OIL ONLY		
Chevron Corp.	San Francisco	500	12.2
Texaco, Inc.	White Plains, N.Y.	416	10.1
Shell Oil Co.	Houston, Tex.	242	5.9
Amoco Corp.	Chicago	219	5.3
U.S. Steel Corp.*	Pittsburgh, Pa	197	4.8
Exxon Corp.	New York	191	4.6
Sun Company	Philadelphia, Pa.	187	4.5
Koch Industries	Wichita, Kan.	171	4.2
Standard Oil Co.	Cleveland, Ohio	165	4.0
Mobil Oil Corp.	New York	163	4.0
Total top 10		2,451	59.6
Total U.S.		4,111	
*Marathon Petroleum Co.			
	GASOLINE ONLY		
Northville Industries	Melville, N.Y.	33	11.1
Amerada Hess Corp.	New York	29	9.8
Texaco, Inc.	White Plains, N.Y.	18	6.1
Vitol S.A.	Coral Gables, Fla.	17	5.7
Global Petroleum Corp.	Waltham, Mass.	15	5.1%
Coastal Corp.	Houston, Tex.	13	4.4
Langham-Hill Petroleum	Charlottesville, Va.	12	4.1
Mobil Oil Corp.	New York	12	4.1
Oxbow Resources	Houston, Tex.	11	3.7
Pacific Resources	Honolulu, Hawaii	11	3.7
Total top 10		171	57.8
Total U.S.		296	
	DISTILLATE FUEL OIL		
Amerada Hess Corp.	New York	40	17.0
Global Petroleum Corp.	Waltham, Mass.	33	14.0
Coastal Corp.	Houston, Tex.	15	6.4
Charter Oil Co.	Jacksonville, Fla.	14	6.0
Northville Industries	Melville, N.Y.	14	6.0
Astroline Pacific	Long Beach, Calif.	10	4.3
Wyatt, Inc.	New Haven, Conn.	9	3.8
Metallgesellschaft Corp.	New York	8	3.4
Vitol S.A.	Coral Gables, Fla.	8	3.4
Pacific Resources	Honolulu, Hawaii	7	3.0
Total top 10		158	67.2
Total U.S.		235	
	RESIDUAL FUEL OIL		
Amerada Hess Corp.	New York	127	19.5
Coastal Corp.	Houston, Tex.	105	16.2
BP North America Petro.	Cleveland, Ohio	41	6.3
Charter Oil Co.	Jacksonville, Fla.	40	6.2
Scallop Petroleum Co.	New York	29	4.5
Sun Oil Inc.	Philadelphia, Pa.	29	4.5
Clarendon Marketing	Stamford, Conn.	22	3.4
Clark Oil Trading Co.	St. Louis, Mo.	22	3.4
Exxon Corp.	New York	18	2.8
Carey Energy Corp.	New York	16	2.5
Total top 10		449	69.1
Total U.S.		650	

Source: Energy Information Administration, Petroleum Supply Monthly.

U.S. Dependency on Crude and Product Imports

Net (imports minus exports) in thousands of b/d

	Net imports						Net imports as % of U.S. Petroleum products supplied		
	Total from All countries	From Arab OPEC Members	% from Arab OPEC	From all OPEC Members	% from All OPEC	U.S. Petroleum Products Supplied	Total from All countries	From Arab OPEC Members	From all OPEC Members
1986 Average	5,289	1,147	21.7%	2,759	52.2%	16,142	32.5%	7.1%	17.1%
1st Qtr.	4,083	843	20.6	2,038	49.9	16,055	25.4	5.3	12.7
2nd Qtr.	5,321	1,138	21.4	2,714	51.0	15,864	33.5	7.2	17.1
3rd Qtr.	6,202	1,323	21.3	3,527	56.8	16,177	38.4	8.2	20.2
4th Qtr.	5,522	1,279	23.2	3,003	55.4	16,447	33.5	7.8	18.2
1985 Average	4,286	470	11.0	1,821	42.3	15,726	27.3	3.0	11.6
1st Qtr.	3,570	331	9.3	1,371	38.4	15,859	22.5	2.1	8.6
2nd Qtr.	4,625	529	11.4	1,857	40.2	15,486	29.9	3.4	12.0
3rd Qtr.	4,135	298	7.2	1,780	43.0	15,536	26.6	1.9	11.5
4th Qtr.	4,803	730	15.2	2,266	47.2	16,025	30.0	4.6	14.1
1984 Average	4,715	817	17.3	2,037	43.2	15,726	30.0	5.2	13.0
1983 Average	4,312	630	14.6	1,843	42.7	15,231	28.3	4.1	12.1
1982 Average	4,298	852	19.8	2,136	49.7	15,296	28.1	5.6	14.0
1981 Average	5,401	1,844	34.1	3,315	61.4	16,058	33.6	11.5	20.6
1980 Average	6,385	2,549	39.9	4,293	67.2	17,056	37.3	14.9	25.2
1979 Average	7,985	3,054	38.2	5,633	70.5	18,513	43.1	16.5	30.4
1978 Average	8,002	2,962	37.0	5,747	71.8	18,847	42.5	15.7	30.5
1977 Average	8,565	3,184	37.2	6,190	72.3	18,431	46.5	17.3	33.6
1976 Average	7,090	2,423	34.2	5,063	71.4	17,461	40.6	13.9	29.0
1975 Average	5,846	1,382	23.6	3,599	61.2	16,322	35.8	8.5	22.0
1974 Average	5,892	752	12.8	3,277	55.6	16,653	35.4	4.5	19.7
1973 Average	6,025	914	15.2	2,991	49.6	17,038	34.8	5.3	17.3

Source: Energy Information Administration, Monthly Energy Review, December 1986, published April 1987.

Role of Imports in Domestic Demand

(Add 000 bbl.)

	Total Imports			Domestic Demand for Refined Products			Imports as % of U.S. Demand
	Total (a)	b/d Avg.	% Change	Total	b/d Avg.	% Change	
1986 (b)	2,212,267	6,061	20.0	5,891,830	16,142	3.0	38.0%
1985	1,849,455	5,067	(7.0)	5,739,990	15,726	—	35.0
1984	1,984,505	5,437	7.6	5,739,990	15,726	3.2	34.6
1983	1,843,615	5,051	(1.2)	5,559,315	15,231	(.04)	33.2
1982	1,866,245	5,113	(14.7)	5,583,040	15,296	(4.7)	33.4
1981	2,188,540	5,996	(13.2)	5,861,170	16,058	(5.9)	37.3
1980	2,521,785	6,909	(18.3)	6,225,440	17,056	(7.9)	40.5
1979	3,086,440	8,456	1.1	6,757,245	18,513	(1.8)	45.7
1978	3,052,495	8,363	(5.0)	6,879,155	18,847	2.2	44.0
1977	3,214,555	8,807	20.1	6,727,315	18,431	5.3	47.8
1976	2,676,411	7,313	20.8	6,390,750	17,461	7.2	41.9
1975	2,210,335	6,056	(0.9)	5,957,515	16,322	(2.0)	37.1
1974	2,230,947	6,112	(2.3)	6,078,239	16,653	(3.8)	36.7
1973	2,283,493	6.256	32.0	6,317,303	17,308	5.7	36.1
1972	1,735,314	4,741	20.8	5,990,316	16,367	7.6	29.0
1971	1,432,880	3,926	14.8	5,552,560	15,212	3.5	25.8
1970	1,248,062	3,419	8.0	5,364,473	14,697	4.0	23.3
1965	900,772	2,468	9.3	4,202,039	11,512	4.4	21.4
1960	664,111	1,815	2.0	3,585,820	9,797	2.8	18.5
1955	455,564	1,248	18.6	3,089,348	8,464	9.0	14.7
1950	310,261	850	31.8	2,392,974	6,556	13.0	13.0

(a) Crude oil and products but not crude for Strategic Petroleum Reserve; (b) Preliminary. Special note: Data for 1977 through 1985 are restated to reflect EIA information rather than other sources used in 1984.

Source: American Petroleum Institute, Basic Petroleum Data Book for 1950 through 1976; Energy Information Administration, Monthly Energy Review for 1977 through 1986.

Petroleum Products Imported

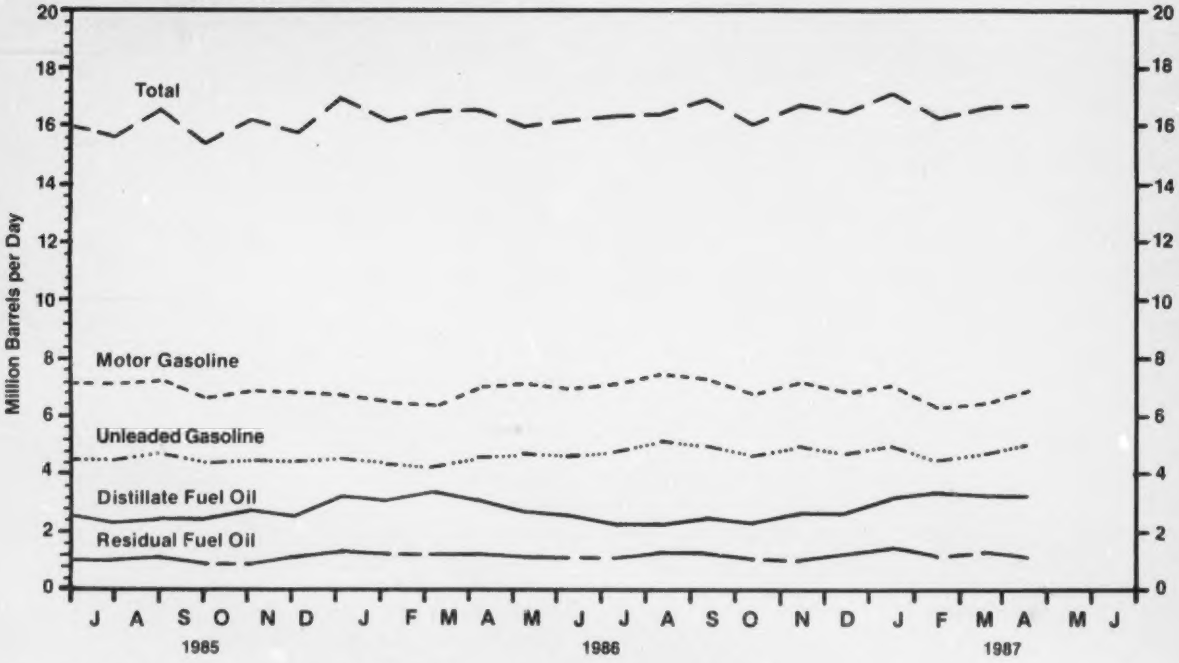
(Thousands of b/d)

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
1986												
Total Motor Gasoline	366	393	240	357	460	450	376	388	363	349	304	320
Leaded	72	69	27	44	93	63	36	30	43	41	48	29
Unleaded	269	256	183	197	295	304	281	258	247	228	205	234
Blending Components	25	68	30	116	72	82	59	101	73	80	51	57
Jet Fuel	27	32	29	39	52	85	100	74	71	36	53	41
Distillate Fuel Oil	312	129	217	146	145	165	293	355	240	246	233	326
Residual Fuel Oil	629	577	571	504	665	687	668	799	631	598	562	894
Other Petroleum Products(a)	722	485	580	554	666	740	698	633	690	670	730	589
1985												
Total Motor Gasoline	254	455	556	563	569	437	505	365	354	380	475	459
Leaded	75	109	215	177	133	197	75	57	62	132	109	145
Unleaded	128	239	266	317	347	200	351	248	252	192	301	241
Blending Components	50	107	75	69	89	41	79	60	40	56	64	73
Jet Fuel	68	38	47	17	30	35	51	13	34	55	42	37
Distillate Fuel Oil	272	143	156	253	197	152	95	81	222	262	280	287
Residual Fuel Oil	568	580	477	383	394	400	437	424	617	541	627	681
Other Petroleum Products(a)	538	591	651	698	856	717	659	720	587	645	693	671
1984												
Total Motor Gasoline	281	358	453	404	465	367	330	323	426	436	378	357
Leaded	98	162	197	178	170	103	68	96	166	113	134	133
Unleaded	133	137	158	140	176	193	179	146	183	195	151	175
Blending Components	50	59	98	85	119	71	83	81	77	128	93	49
Jet Fuel	65	114	49	103	56	52	40	98	33	56	36	39
Distillate Fuel Oil	299	454	115	220	253	256	199	259	291	421	316	190
Residual Fuel Oil	1059	1151	636	651	565	685	597	572	606	461	585	627
Other Petroleum Products(a)	672	665	579	577	698	576	595	543	553	654	688	582

(a) Includes kerosine, unfinished oils, motor gasoline blending components, liquefied petroleum gas and other oils.

Source: Energy Information Administration, Weekly Status Reports.

PETROLEUM PRODUCTS SUPPLIED
(Million Barrels per Day)



Source: Energy Information Administration, weekly Petroleum Status Reports.

Petroleum Products Supplied

(Millions of b/d)

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
1986												
Finished Motor Gasoline	6.5	6.4	7.0	7.1	7.0	7.2	7.5	7.4	6.9	7.2	6.9	7.1
Leaded	2.1	2.1	2.3	2.3	2.3	2.3	2.3	2.3	2.1	2.2	2.0	1.9
Unleaded	4.4	4.3	4.7	4.8	4.7	4.9	5.2	5.1	4.8	5.1	4.9	5.1
Jet Fuel	1.3	1.3	1.2	1.3	1.2	1.3	1.3	1.3	1.3	1.3	1.4	1.4
Distillate Fuel Oil	3.2	3.5	3.2	2.9	2.8	2.5	2.5	2.7	2.5	2.9	2.9	3.3
Residual Fuel Oil	1.4	1.4	1.4	1.3	1.3	1.3	1.5	1.5	1.3	1.2	1.4	1.6
Other	3.5	3.4	3.5	3.1	3.5	3.7	3.3	3.7	3.8	3.8	3.6	3.4
Total	15.9	16.1	16.2	15.7	15.9	16.0	16.1	16.7	15.8	16.4	16.1	16.9
1985												
Finished Motor Gasoline	6.3	6.6	6.7	7.0	7.1	7.0	7.0	7.2	6.6	6.9	6.8	6.8
Leaded	2.3	2.5	2.5	2.6	2.6	2.5	2.5	2.5	2.3	2.4	2.3	2.2
Unleaded	4.0	4.1	4.2	4.4	4.4	4.5	4.5	4.8	4.4	4.5	4.5	4.6
Jet Fuel	1.2	1.2	1.2	1.3	1.1	1.1	1.2	1.2	1.2	1.3	1.3	1.3
Distillate Fuel Oil	3.5	3.3	3.1	2.8	2.6	2.6	2.4	2.6	2.6	2.9	2.7	3.3
Residual Fuel Oil	1.5	1.4	1.2	1.1	1.2	1.0	1.1	1.2	1.0	1.0	1.3	1.5
Other	3.6	3.7	3.3	3.3	3.5	3.7	3.7	3.8	3.7	3.8	3.4	3.7
Total	16.1	16.1	15.4	15.5	15.5	15.5	15.4	16.1	15.1	15.9	15.5	16.6
1984												
Finished Motor Gasoline	6.3	6.2	6.5	6.7	6.9	7.1	6.8	7.1	6.6	6.7	6.8	6.6
Leaded	2.7	2.6	2.8	2.8	2.9	2.9	2.8	2.8	2.6	2.6	2.6	2.4
Unleaded	3.6	3.6	3.8	3.9	4.0	4.2	4.1	4.3	4.0	4.1	4.2	4.2
Jet Fuel	1.2	1.1	1.1	1.2	1.1	1.1	1.2	1.2	1.2	1.2	1.2	1.2
Distillate Fuel Oil	3.5	2.8	3.3	2.9	2.8	2.6	2.5	2.6	2.7	2.8	2.8	2.9
Residual Fuel Oil	2.0	1.7	1.6	1.4	1.2	1.3	1.2	1.3	1.2	1.1	1.4	1.2
Other	3.8	3.5	3.5	3.4	3.5	3.6	3.7	3.9	3.6	3.8	3.5	3.5
Total	16.8	15.4	16.1	15.6	15.6	15.7	15.5	16.1	15.2	15.6	15.6	15.4

Source: Energy Information Administration, Weekly Status Reports.

Crude and Product Imports by PAD (a)

(Add 000 b/d)

PAD 1*
Net crude imports: 1,056,000 b/d.
Net product imports: 1,312,000 b/d.
Major Sources: Venezuela, Virgin Islands, Nigeria, United Kingdom
Leading importers: Amerada Hess, Texaco, Sun, Chevron

	1986	% Chng. '86 vs. '85	1985	1984	1983	1982
Finished gasoline	251	(16%)	298	254	214	148
Blending Components	43	(10%)	48	46	14	21
Unfinished Oils	82	28%	64	54	88	64
Liquefied Petro. gases	36	50%	24	19	12	14
Distillate	216	22%	177	251	154	82
Residual	593	32%	449	598	609	646
Other products	92	(7%)	99	122	67	62
Total products	1,312	13%	1,159	1,345	1,157	1,036
Crude oil	1,056	8%	977	944	817	958
Total crude and products	2,368	11%	2,137	2,289	1,974	1,994

*PAD 1 consists of Maine, New Hampshire, Vermont, Massachusetts, Rhode Island, Connecticut, New York, New Jersey, Pennsylvania, Delaware, Maryland, West Virginia, Virginia, North and South Carolina, Georgia and Florida.

PAD 2*
Net crude imports: 764,800 b/d.
Net product imports: 72,500 b/d.
Major sources: Canada, Saudi Arabia, Mexico, Nigeria.
Leading importers: Koch, Ashland, Shell, Apex.

	1986	% Chng. '86 vs. '85	1985	1984	1983	1982
Finished gasoline	5	(58%)	12	4	6	2
Blending components	1	—	(s)	(s)	4	9
Unfinished Oils	0	—	8	10	11	7
Liquefied Petro. gases	82	(31%)	119	134	133	152
Distillate	8	14%	7	8	8	1
Residual	4	100%	2	6	15	11
Other products	7	(13%)	8	15	5	5
Total products	107	(32%)	157	177	181	187
Crude oil	781	34%	590	499	530	580
Total crude and products	888	19%	746	676	711	767

*PAD 2 consists of North and South Dakota, Nebraska, Kansas, Oklahoma, Minnesota, Iowa, Missouri, Wisconsin, Illinois, Michigan, Indiana, Ohio, Kentucky, and Tennessee: (s) Less than 500 b/d.

PAD 3*
Net crude imports: 2,037,000 b/d.
Net product imports: 100,000 b/d.
Major Sources: Mexico, Saudi Arabia, Venezuela, Nigeria.
Leading importers: Chevron, Texaco, U.S. Steel, Arco.

	1986	% Chng. '86 vs. '85	1985	1984	1983	1982
Finished gasoline	7	(65%)	20	18	4	3
Blending components	9	50%	6	13	11	7
Unfinished oils	152	(37%)	243	153	129	96
Liquefied Petro. gases	98	444%	18	13	19	28
Distillate	1	(50%)	2	3	6	4
Residual	33	(27%)	45	64	54	98
Other products	94	27%	74	90	43	37
Total products	393	(4%)	409	354	266	271
Crude oil	2,037	44%	1,419	1,747	1,734	1,722
Total crude and products	2,430	33%	1,827	2,101	2,000	1,993

*PAD 3 consists of Alabama, Mississippi, Arkansas, Louisiana, Texas and New Mexico.

(a) The summaries at the top are 1986 nets, i.e., imports minus exports; the balance of the figures are total imports.

Crude and Product Imports by PAD (continued) (a)

(Add 000 b/d)

PAD 4*
Net crude imports: 54,600 b/d.
Net product imports: 20,800 b/d.
Major source: Canada
Leading importers: Du Pont, Cenex, Exxon, Flying J.

	1986	% Chng. '86 vs. '85	1985	1984	1983	1982
Finished gasoline	2	—	2	2	1	0
Blending components	(s)	—	0	0	(s)	(s)
Unfinished oils	0	—	0	0	2	(s)
Liquefied Petro. gases	12	(20%)	15	15	12	16
Distillate	3	(25%)	4	4	1	(s)
Residual	(s)	—	(s)	(s)	1	(s)
Other products	5	25%	4	4	3	3
Total products	21	(16%)	25	24	21	20
Crude oil	54	38%	39	33	38	40
Total crude and products	75	17%	64	58	59	60

*PAD 4 consists of Montana, Idaho, Wyoming, Utah and Colorado; (s) = less than 500 b/d.

PAD 5*
Net crude imports: 44,800 b/d.
Net product exports: 154,100 b/d.
Major sources: Indonesia, Canada, Hawaiian FTZ, People's Republic of China.
Leading importers: Chevron, Shell, Pacific, Unocal.

	1986	% Chng. '86 vs. '85	1985	1984	1983	1982
Finished gasoline	32	33%	48	21	22	45
Blending components	15	25%	12	23	18	6
Unfinished oils	5	150%	2	13	5	8
Liquefied Petro. gases	13	30%	10	14	14	16
Distillate	8	(20%)	10	6	5	6
Residual	20	54%	13	13	21	21
Other products	23	21%	19	20	12	10
Total products	117	1%	116	111	97	111
Crude oil	182	3%	177	203	210	188
Total crude and products	299	2%	293	313	307	299

*PAD 5 consists of Arizona, Nevada, California, Oregon, Washington, Alaska and Hawaii.

ALL PADS—U.S. Totals.
Net crude imports: 3,957,000 b/d.
Net product imports: 1,332,000 b/d.
Major sources } see related tables in this section
Leading importers }

	1986	% Chng. '86 vs. '85	1985	1984	1983	1982
Finished gasoline	296	(22%)	381	299	247	197
Blending components	68	1%	67	83	47	42
Unfinished oils	239	(25%)	318	231	234	174
Liquefied Petro. gases	241	29%	187	195	190	226
Distillate	235	18%	200	272	174	93
Residual	650	28%	510	681	699	776
Other products	221	8%	204	251	130	117
Total products	1,950	5%	1,866	2,011	1,722	1,625
Crude oil	4,111	28%	3,201	3,426	3,329	3,488
Total crude and products	6,061	20%	5,067	5,437	5,051	5,113

Source: Energy Information System, Petroleum Supply Monthly, December 1986, published March 1987

(a) The summaries at the top are 1986 nets, i.e., imports minus exports; the balance of one figures are total imports.

Shell Storage Capacity at Refineries and Blending Plants[a]

(As of Jan. 1, 1986) **(Add 000 bbl.)**

	Gasoline			Fuel Oil					
	Finished Leaded	Finished Unleaded	Blending Components	Distillates	Residual	Asphalt and Road Oil	Total Products(b)	Crude Oil	Total Crude and Products
PAD District 1									
Delaware, Maryland	0	774	1,970	3,139	131	1,079	9,749	3,162	12,931
Florida, Georgia, Virginia	429	558	826	1,088	447	530	4,456	2,535	6,991
New Jersey	3,540	4,307	4,592	9,986	1,416	1,571	41,055	9,887	50,942
New York, Connecticut	3,021	3,106	61	1,966	216	0	11,053	694	11,747
North Carolina	107	24	56	52	0	0	269	0	269
Pennsylvania	1,811	3,112	3,058	5,432	1,178	2,111	28,015	11,581	39,596
West Virginia	87	56	0	124	0	246	576	278	854
Total	**8,995**	**11,937**	**10,363**	**21,787**	**4,419**	**3,928**	**95,173**	**28,157**	**123,330**
PAD District 2									
Illinois	4,174	4,358	6,129	7,920	2,060	996	44,105	8,262	52,367
Indiana	2,106	2,437	4,237	6,101	2,399	630	29,712	3,544	33,256
Kansas	2,731	2,312	1,504	3,687	1,044	12	19,427	3,150	22,577
Kentucky, Tennessee	730	959	475	1,460	1,255	163	9,169	2,000	11,169
Michigan	491	541	537	1,714	949	0	7,986	1,057	9,043
Minnesota, Wisconsin	1,378	1,260	641	2,819	2,684	0	11,176	3,252	14,428
Missouri, Nebraska	464	432	0	103	0	0	1,016	0	1,016
North Dakota	375	333	961	1,029	0	0	3,013	482	3,495
Ohio	1,140	2,021	2,598	2,211	688	266	16,648	2,788	19,436
Oklahoma	2,544	2,007	2,615	4,935	1,694	1,049	22,712	4,375	27,087
Total	**16,133**	**16,660**	**19,697**	**31,979**	**12,173**	**3,116**	**164,964**	**28,910**	**193,874**
PAD District 3									
Alabama	304	393	691	745	612	0	4,734	2,618	7,352
Arkansas	116	166	148	704	769	138	2,168	1,568	3,736
Louisiana	3,476	6,193	11,976	17,496	1,505	3,128	91,303	25,676	116,979
Mississippi	950	1,381	1,908	3,251	1,229	0	11,208	4,239	15,447
New Mexico	325	199	614	655	428	0	3,490	985	4,475
Texas	14,277	19,366	24,881	25,777	3,571	9,739	217,866	62,113	279,979
Total	**19,448**	**27,698**	**40,218**	**48,628**	**8,114**	**13,005**	**330,769**	**97,119**	**427,968**
PAD District 4									
Colorado	488	227	613	426	775	466	3,908	462	4,370
Montana	791	561	1,454	1,624	255	1,403	8,218	1,598	9,816
Utah	741	552	1,121	1,209	404	234	5,198	1,451	6,649
Wyoming	1,432	842	1,638	1,903	525	2,526	10,749	1,513	12,262
Total	**3,452**	**2,182**	**4,826**	**5,162**	**1,959**	**4,629**	**28,073**	**5,024**	**33,097**
PAD District 5									
Alaska	261	231	701	1,027	1,270	301	4,773	1,718	6,491
California	5,251	9,149	14,748	9,740	16,131	3,121	91,394	35,950	127,344
Washington	1,305	1,442	2,608	2,230	1,397	609	17,172	8,113	25,285
Other states(c)	84	94	311	247	695	596	2,677	2,369	5,046
Total	**6,901**	**10,916**	**18,368**	**13,244**	**19,493**	**4,829**	**116,016**	**48,150**	**164,166**
U.S. Total	**54,929**	**69,393**	**93,472**	**120,800**	**66,065**	**34,564**	**734,995**	**207,440**	**942,435(d)**

(a) Shell storage capacity: the design capacity of the tank; (b) Other products included in product total are lubricating oils, propane/propylene, butane/butylene, jet fuels, ethane/ethylene, isobutane, pentanes plus other hydrocarbons, hydrogen, alcohol, unfinished oils, finished aviation gasoline, special naphthas, wax, petroleum coke and gas; (c) other states are Hawaii, Nevada and Oregon; (d) U.S. total includes 52,136,000 bbl. capacity at shutdown refineries.

Source: Energy Information Administration, Petroleum Supply Annual 1985, Vol. 1, May 1966.

Working Storage Capacity at Refineries and Blending Plants[a]

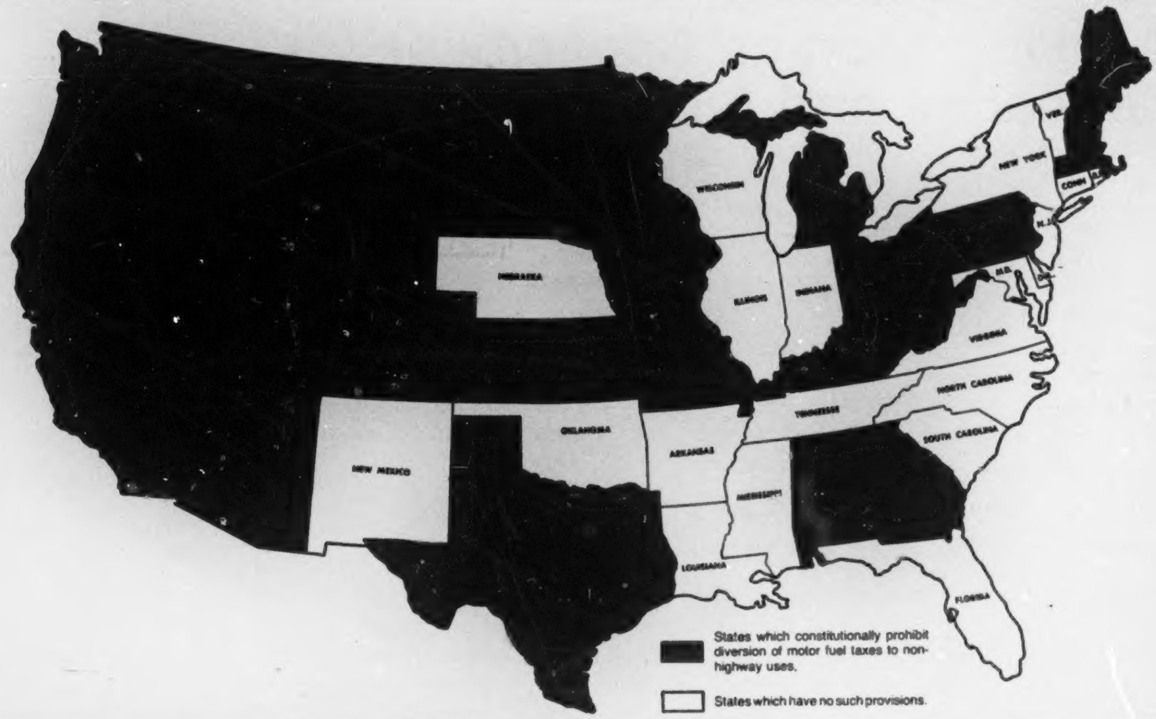
(As of Jan. 1, 1986)

(Add 000 bbl.)

	Gasoline			Fuel Oil					
	Finished Leaded	Finished Unleaded	Blending Components	Middle Distillates	Residual	Asphalt and Road Oil	Total Products(b)	Crude Oil	Total Crude Oil and Products
PAD District 1									
Delaware, Maryland	0	685	1,627	2,623	119	1,025	8,332	2,174	11,046
Florida, Georgia, Virginia	371	477	517	954	366	502	3,885	2,168	6,053
New Jersey	3,179	3,683	3,850	9,158	3,242	1,202	36,235	8,406	44,641
New York, Connecticut	2,956	3,027	59	1,869	1,356	184	10,586	595	11,181
North Carolina	96	22	55	47	0	0	250	0	250
Pennsylvania	1,623	2,783	2,713	4,989	2,740	1,020	25,542	10,230	35,772
West Virginia	68	47	0	97	43	0	482	217	699
Total	**8,293**	**10,724**	**8,821**	**19,737**	**7,866**	**3,933**	**85,312**	**24,330**	**109,642**
PAD District 2									
Illinois	3,543	3,636	5,251	7,264	1,731	1,932	39,087	7,028	46,115
Indiana	1,890	2,149	3,587	5,473	2,443	2,156	26,009	3,059	29,068
Kansas	2,541	2,160	1,334	3,450	560	981	17,980	2,893	20,873
Kentucky, Tennessee	689	902	446	1,366	496	1,179	8,521	1,869	10,390
Michigan	457	508	494	1,630	546	907	7,455	998	8,453
Minnesota, Wisconsin	1,277	1,140	607	2,664	928	2,513	10,443	2,917	13,360
Missouri, Nebraska	453	430	0	101	0	0	1,004	0	1,004
North Dakota	323	282	796	869	88	0	2,521	421	2,942
Ohio	1,060	1,864	2,324	2,075	502	647	15,305	2,507	17,812
Oklahoma	2,360	1,856	2,524	4,642	515	1,567	21,193	3,870	25,063
Total	**14,598**	**14,929**	**17,363**	**29,534**	**7,809**	**11,871**	**149,518**	**25,562**	**175,080**
PAD District 3									
Alabama	251	338	584	623	864	483	3,974	2,265	6,239
Arkansas	104	149	138	652	86	694	1,979	1,413	3,392
Louisiana	3,002	5,175	10,007	15,360	8,637	1,246	79,302	21,280	100,582
Mississippi	868	1,218	1,793	3,006	563	1,129	10,264	3,805	14,069
New Mexico	281	162	560	583	126	413	3,141	859	4,000
Texas	12,644	17,137	21,563	22,842	14,041	3,192	190,742	53,077	243,819
Total	**17,850**	**24,179**	**43,066**	**24,317**	**24,317**	**7,157**	**289,402**	**82,699**	**372,101**
PAD District 4									
Colorado	452	205	565	405	738	450	3,660	401	4,061
Montana	703	494	1,308	1,526	237	1,308	7,560	1,388	8,948
Utah	635	468	986	1,111	374	211	4,629	1,316	5,945
Wyoming	1,255	745	1,443	1,760	486	2,323	9,670	1,408	11,078
Total	**3,045**	**1,912**	**4,302**	**4,802**	**1,835**	**4,292**	**25,519**	**4,513**	**30,032**
PAD District 5									
Alaska	241	210	660	957	1,210	274	4,424	1,592	6,016
California	4,611	7,844	12,903	8,178	14,619	2,789	80,204	30,665	110,869
Washington	1,192	1,282	2,314	2,025	1,283	580	15,428	7,136	22,564
Other states(c)	77	87	239	232	671	570	2,485	2,327	4,812
Total	**6,121**	**9,423**	**16,116**	**11,932**	**17,783**	**4,213**	**102,541**	**41,720**	**144,261**
U.S. Total	**49,207**	**61,167**	**81,247**	**109,071**	**59,610**	**31,466**	**652,292**	**178,824**	**831,116**

(a) Working storage capacity: the difference in volume between the maximum safe fill capacity and tank bottoms, as of Jan. 1, 1986; (b) other products included in the product total are lubricating oils, propane/propylene, butane/butylene, jet fuels, ethane/ethylene, isobutane, pentanes plus other hydrocarbons, hydrogen, alcohol, unfinished oils, finished aviation gasoline, special naphthas, wax, petroleum coke and gas; (c) other states are Hawaii, Nevada and Oregon; (d) U.S. total includes 52,136,000 bbl. capacity at shutdown refineries.

Source: Energy Information Administration, Petroleum Supply Annual, Vol. 1, published May 1986.



State Tax Collections

State	State Gasoline tax rates per gal. in 1986	Total state motor fuel tax revenues (Add 000) 1986 (a)	1985	% Change
Alabama	13¢	$380,031	$304,132	25.0%
Alaska	8	23,236	24,261	(4.2)
Arizona	16	303,636	233,373	30.1
Arkansas	13.5	188,980	169,804	11.3
California	9	1,192,221	1,145,727	4.1
Colorado	18	272,241	185,185	47.0
Connecticut	17	290,211	215,755	34.5
Delaware	13	40,274	39,574	1.8
Dist. of Columbia	15.5	27,928	24,788	12.7
Florida	9.7	601,560	560,666	7.3
Georgia	7.5	301,027	284,035	5.6
Hawaii	11	38,929	32,625	19.3
Idaho	14.5	75,040	76,192	(1.5)
Illinois	13	803,141	711,151	12.9
Indiana	14	477,062	417,031	14.4
Iowa	16	249,550	196,264	27.1
Kansas	11	161,191	150,601	7.0
Kentucky	15	265,875	191,547	38.9
Louisiana	16	369,858	351,978	4.9
Maine	14	95,359	85,373	11.7
Maryland	13.5	329,648	304,512	8.3
Massachusetts	11	289,960	285,988	1.4
Michigan	15	687,300	625,086	9.9
Minnesota	17	358,566	341,420	5.0
Mississippi	9	144,464	137,576	5.0
Missouri	7	214,781	209,409	2.6
Montana	17	82,735	79,584	4.0
Nebraska	17.1	157,691	128,199	22.0
Nevada	13	78,312	71,980	8.8
New Hampshire	14	80,590	71,239	13.1
New Jersey	8	331,631	313,122	5.9
New Mexico	11	105,822	101,181	4.7
New York	8	731,721	491,755	48.8
North Carolina	15.5	514,609	419,903	22.6
North Dakota	13	56,045	52,890	6.0
Ohio	12	676,920	549,637	23.1
Oklahoma	10	208,674	196,832	6.0
Oregon	11	165,550	126,157	31.2
Pennsylvania	12	849,664	896,880	(5.3)
Rhode Island	15	61,950	48,403	28.0
South Carolina	13	257,413	251,254	2.5
South Dakota	13	61,115	51,990	17.5
Tennessee	17	497,678	327,949	51.7
Texas	10	1,039,300	990,886	4.9
Utah	14	126,052	112,976	11.6
Vermont	13	38,090	37,949	0.4
Virginia	15	472,110	400,810	17.8
Washington	18	390,279	399,671	(2.3)
West Virginia	10.5	146,852	155,619	(5.6)
Wisconsin	17.5	400,372	374,029	7.0
Wyoming	8	36,414	36,818	(1.1)
Total	—	$15,749,658	$13,982,664	12.6%

(a) Estimated and does not include diesel or LPG taxes.
Source: Federal Highway Administration, Table SS85-2, published October, 1986.

Federal (Add 000)

Year	Gasoline(a)	Diesel and special fuels(a)	Lube oil(b)	Total
1986(c)	$7,905,848	$2,479,286	—	$10,155,134
1985	7,783,314	2,390,258	(9,741)	10,173,572
1984	7,765,951	1,470,064	(10,155)	9,225,860
1983	6,091,841	957,988	8,847	7,058,676
1982	4,120,013	594,083	76,181	4,790,277
1981	3,801,795	570,477	74,695	4,446,967
1980	4,019,481	518,352	78,835	4,616,668
1975	3,884,483	362,675	66,124	4,313,282
1970	3,408,505	264,815	65,862	3,739,182

(a) Taxes went up from 4¢ gal. to 9¢ gal. on April 1, 1984. Totals exclude mass transit account taxes which went into effect April 1, 1983. Mass transit account taxes amounted to $519.6-million in 1983, and $1.2-billion in 1984.
(b) Lube oil tax of 4¢ gal. was discontinued in 1983 and 1984 deficit represents paybacks.
(c) Figures for 1986 are fiscal year gross collections that went to the Highway Trust Fund, since net IRS calendar year information was not available. All other figures represent calendar year net collections after refunds and include the taxes the federal government pays on its own purchases.
Source: U.S. Department of Transportation, Federal Highway Administration.

State and Federal Gasoline Taxes—1986

(¢ per gal.)

	State gasoline tax rate	State gasohol tax rate	State diesel tax rate	State sales or special taxes*	State + 9.0¢ Federal tax
Alabama	13.0	10.0	14.0	—	22.0
Alaska	8.0	0.0	8.0	—	17.0
Arizona	16.0	16.0	16.0	—	25.0
Arkansas	13.5	13.5	12.5	—	22.5
California	9.0	9.0	9.0	yes	18.0
Colorado	18.0	18.0	20.5	—	27.0
Connecticut	17.0	16.0	17.0	yes	26.0
Delaware	13.0	13.0	13.0	—	22.0
Dist. of Col.	15.5	15.5	15.5	—	24.5
Florida	9.7	7.7	9.7	—	18.7
Georgia	7.5	7.5	7.5	yes	16.1
Hawaii	11.0	11.0	11.0	yes	20.0
Idaho	14.5	10.5	14.5	—	23.5
Illinois	13.0	13.0	15.5	yes	22.0
Indiana	14.0	14.0	15.0	yes	23.0
Iowa	16.0	15.0	18.5	—	25.0
Kansas	11.0	8.0	13.0	—	20.0
Kentucky	15.0	15.0	12.0	—	24.0
Louisiana	16.0	16.0	16.0	—	25.0
Maine	14.0	11.0	14.0	—	23.0
Maryland	13.5	13.5	13.5	—	22.5
Massachusetts	11.0	11.0	11.0	—	20.0
Michigan	15.0	15.0	15.0	yes	24.0
Minnesota	17.0	14.5	17.0	—	26.0
Mississippi	9.0	9.0	10.0	yes	18.0
Missouri	7.0	7.0	7.0	—	16.0
Montana	17.0	17.0	17.0	—	26.0
Nebraska	18.2	15.1	18.2	—	27.2
Nevada	13.0	12.0	13.0	—	22.0
New Hampshire	14.0	14.0	14.0	—	23.0
New Jersey	8.0	0.0	11.0	—	17.0
New Mexico	11.0	0.0	11.0	—	20.0
New York	8.0	8.0	10.0	yes	17.0
North Carolina	15.75	15.75	15.75	—	24.75
North Dakota	13.0	5.0	13.0	—	22.0
Ohio	12.0	12.0	12.0	—	21.0
Oklahoma	10.0	10.0	10.0	—	19.0
Oregon	12.0	12.0	12.0	—	21.0
Pennsylvania	12.0	12.0	12.0	yes	21.0
Rhode Island	15.0	15.0	15.0	yes	24.0
South Carolina	13.0	7.0	13.0	—	22.0
South Dakota	13.0	11.0	13.0	—	22.0
Tennessee	17.0	13.0	15.0	—	26.0
Texas	15.0	11.0	15.0	—	24.0
Utah	14.0	14.0	14.0	—	23.0
Vermont	13.0	13.0	14.0	—	22.0
Virginia	17.5	17.5	16.0	yes	26.5
Washington	18.0	16.2	18.0	—	27.0
West Virginia	15.35	15.35	15.35	yes	24.35
Wisconsin	17.5	17.5	17.5	—	26.5
Wyoming	8.0	8.0	8.0	—	17.0

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* California: 4.75% sales tax; Connecticut: 2% oil company gross receipts tax; Georgia: 3% tax on retail price; Hawaii: 4% sales tax; Illinois: 6% sales tax; Indiana: 5% sales tax; Michigan: 4% sales tax; Mississippi: 6% sales tax; New York: 4% sales tax and 2.75% of gross receipts from sale of petroleum products; Pennsylvania: 6% franchise tax on gross receipts; Rhode Island: 2% of gross earnings of oil companies; Virginia: 3% of average wholesale price of taxable petroleum products; West Virginia: 4.85¢ gal.

Source: American Petroleum Institute.

Net Gasoline Tax Revenues by States

(Thousands of Dollars)

	1986	1985	1980	1975	1970	State + 9.0¢ Federal tax on gasoline*
Alabama	$306,230	$245,035	$172,922	$148,571	$116,760	22.0¢
Alaska	22,120	24,144	26,175	18,015	10,372	17.0
Arizona	298,560	229,543	118,158	101,624	64,974	25.0
Arkansas	188,980	169,804	113,166	108,581	74,987	22.5
California	1,186,290	1,140,251	854,185	743,732	672,410	18.0
Colorado	272,105	185,088	113,442	91,303	71,801	27.0
Connecticut	285,922	212,503	153,155	138,471	99,191	26.0
Delaware	40,250	39,552	29,319	29,707	18,252	22.0
Dist. of Col.	27,900	24,753	37,576	20,484	16,370	24.5
Florida	592,670	552,407	417,133	362,518	225,399	18.7
Georgia	295,125	278,403	330,485	228,159	154,699	16.1
Hawaii	38,910	32,609	34,778	21,218	17,723	20.0
Idaho	74,965	76,086	52,793	37,112	25,330	23.5
Illinois	721,600	639,106	388,097	374,414	311,313	22.0
Indiana	476,100	416,034	256,149	242,764	192,795	23.0
Iowa	248,105	193,555	167,463	118,923	100,831	25.0
Kansas	161,030	150,421	118,937	94,295	81,402	20.0
Kentucky	265,875	191,547	187,446	168,746	104,615	24.0
Louisiana	369,120	351,109	188,281	153,397	119,841	25.0
Maine	95,340	85,350	51,652	50,609	36,557	23.0
Maryland	314,550	290,548	186,658	176,871	111,326	22.5
Massachussetts	289,960	285,988	212,035	179,913	135,816	20.0
Michigan	687,300	625,063	473,593	397,262	273,735	24.0
Minnesota	357,850	340,704	204,955	143,993	122,800	26.0
Mississippi	136,030	129,522	127,647	127,390	88,502	18.0
Missouri	213,500	208,208	203,177	178,793	115,359	16.0
Montana	82,078	78,966	51,089	36,470	28,766	26.0
Nebraska	157,675	129,180	104,331	81,127	67,781	27.2
Nevada	78,000	71,662	34,625	25,787	24,054	22.0
New Hampshire	74,620	66,231	48,046	36,096	23,865	23.0
New Jersey	331,300	312,791	288,764	278,567	200,318	17.0
New Mexico	102,740	98,149	69,999	57,690	42,516	20.0
New York	731,648	491,730	474,798	499,921	374,821	17.0
North Carolina	501,568	409,450	295,143	265,739	213,709	24.75
North Dakota	55,380	52,242	33,488	24,916	19,819	22.0
Ohio	676,290	549,637	397,133	371,404	320,166	21.0
Oklahoma	206,200	194,567	129,545	111,291	90,867	19.0
Oregon	165,220	125,967	92,880	81,696	64,485	21.0
Pennsylvania	846,279	892,469	575,891	455,400	344,966	21.0
Rhode Island	61,950	48,403	39,260	31,828	27,699	24.0
South Carolina	123,110	247,003	173,412	127,904	87,238	22.0
South Dakota	60,450	51,406	41,809	29,853	24,012	22.0
Tennessee	447,150	294,541	226,785	173,101	130,625	26.0
Texas	1,039,200	990,886	480,946	395,221	312,349	24.0
Utah	125,300	112,265	74,074	48,717	37,805	23.0
Vermont	38,090	37,949	21,745	21,703	16,094	22.0
Virginia	475,685	400,424	275,141	264,814	146,477	26.5
Washington	390,240	399,635	254,637	161,514	140,878	27.0
West Virginia	95,235	100,947	101,467	73,042	49,944	24.35
Wisconsin	400,372	374,029	194,684	156,116	130,512	26.5
Wyoming	34,000	34,278	37,576	20,484	16,370	17.0
Total	**$15,391,907**	**$13,683,250**	**$9,736,915**	**$8,320,286**	**$6,298,746**	**22.3¢**
% Chng over previous year	**+12.5%**	**+40.5%**	**+17.0%**	**+32.1%**	**—**	**(Average)**

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*Does not include sales and special taxes levied by some states.

Source: Federal Highway Administration Table SS85-2 (October 1986) for 1986 and 1985 estimates and preliminary figures: 1980, 1975 and 1970 from American Petroleum Institute, Federal and State Motor Fuel Taxes, Discussion Paper 050, published March 1987.

Tire Shipments Hold Own in 1986

Paced by a 2.2% decline in original equipment and a 10.3% decrease in exports, tire shipments just about held their own in 1986. The Rubber Manufacturers Assn. said a 2% increase in replacement tire shipments for passenger cars and a 0.9% increase in replacements for buses and trucks saved the day by a narrow margin.

'86 vs. '85	Passenger	Bus/ Truck	Equipment	Total by Type of Market
Original equipment	(0.8)%	(10.9)%	(0.1)%	(2.2)%
Replacement	2.0	0.9	(3.2)	0.2
Export	(12.8)	(2.5)	(0.3)	(10.3)
Total	**0.9**	**(1.2)**	**(5.3)**	**0.4**

Source: Rubber Manufacturers Assn., Monthly Statistical Report.

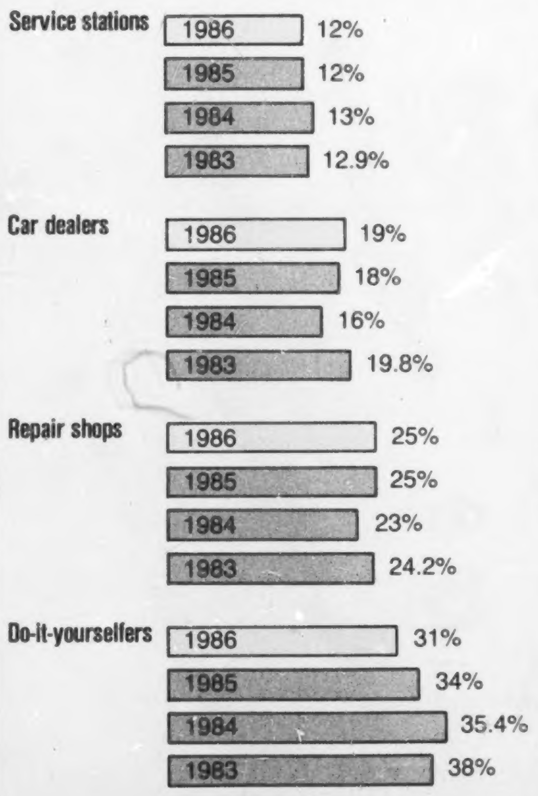
Auto, Truck and Farm Shipments

Type of Tire (Add 000)

	Passenger	% of Market	Bus/ Truck	% of Market	Farm Equipment	% of Market	Total of Market Type	% of Total
1986								
Original Equipment	54,392	88.1%	6,859	11.1%	512	0.8%	61,763	25.1%
Replacement	144,267	80.6	32,392	18.1	2,319	1.3	178,978	72.7
Export	4,032	73.3	1,302	23.7	170	3.1	5,504	2.2
Total	**202,691**	**82.3**	**40,533**	**16.5**	**3,001**	**1.2**	**246,225**	—
1985								
Original Equipment	54,839	86.9%	7,698	12.2%	599	0.9%	63,136	24.9%
Replacement	141,455	80.4	32,098	18.2	2,395	1.4	175,948	71.8
Export	4,625	75.4	1,335	21.8	175	2.9	6,135	2.5
Total	**200,919**	**81.9**	**41,131**	**16.8**	**3,169**	**1.3**	**245,219**	—

Source: Rubber Manufacturers Assn., Monthly Statistical Report, December, 1986.

Where consumers get tuneups



Source: Champion Spark Plug Co.

1986 Ethylene Glycol-Base Antifreeze Sales

(Add 000 gal.)

	Civilian	Government
Packaged ethylene glycol antifreeze sold in quart and gallon sizes	112,152,391	-0-
in drums	9,720,813	(*)
Total	**121,873,204**	**(*)**
Bulk ethylene glycol antifreeze (or ethylene glycol for antifreeze) sold to packagers	55,506,903	1,824,428
Bulk ethylene glycol antifreeze (or ethylene glycol for antifreeze) sold to motor vehicle manufacturers for "drive-away" or factory fill use	13,055,115	-0-
Total	**190,435,222**	**1,824,428**
Grand total (civ. and gov't.)		**192,259,650**

1985 Ethylene Glycol-Base Antifreeze Sales

(Add 000 gal.)

	Civilian	Government
Packaged ethylene glycol antifreeze sold in quart and gallon sizes	144,306,517	-0-
in drums	12,682,992	(*)
Total	**156,989,509**	**(*)**
Bulk ethylene glycol antifreeze (or ethylene glycol for antifreeze) sold to packagers	55,284,103	(*)
Bulk ethylene glycol antifreeze (or ethylene glycol for antifreeze) sold to motor vehicle manufacturers for "drive-away" or factory fill use	19,377,529	
Total	**231,651,141**	**1,265,391**
Grand total (civ. and gov't.)		**232,916,532**

(*) Data not shown, except for total, to avoid disclosure of individual company data.
Source: Chemical Specialties Manufacturers Assn.

Good Year for Parts and Services

This should be almost a banner year for the automotive parts and services business, according to "Franchising in the Economy, 1985-1987," a special report of the U.S. Department of Commerce.

Sales and services are expected to generate almost $13-billion in cash flow this year, up 10.6% over 1986. As in the past, retail outlets of tire manufacturers will lead the auto product field with 45% or more of total sales.

Other franchises in the category of auto products and services are the small and specialized car washes, muffler shops, brake parts and diagnostic shops, and lube and oil change shops, all growing in sales. Spurring the growth is the rising demand for service as a result of engineering convenience and additional safety equipment in modern cars, and consumer convenience as well.

Automotive Products/Services (a)

	1987 (b)	1986 (b)	1985
Total number of establishments	40,371	37,407	36,472
Company-owned	5,214	4,830	4,632
Franchise-owned	35,157	32,577	31,840
Total sales of products and services (Add 000) (c)	$12,910,464	11,675,777	10,658,619
Company-owned (c)	4,503,595	3,964,180	3,627,873
Franchise-owned (c)	8,406,869	7,711,597	7,030,746
Average sales per establishment (c)	$320.000	312,000	292,000
Company-owned (c)	864,000	821,000	783,000
Franchise-owned (c)	239,000	237,000	221,000

(a) Includes tire, battery and accessory stores; auto and truck wash services; and brake and muffler repair and services; (b) Data estimated by respondents; (c) Includes sales of non-automotive products such as household appliances, garden supplies, etc.
Source: "Franchising in the Economy, 1985-1987," Bureau of Industrial Economics, U.S. Department of Commerce.

Car Lubrication Service

1987 Crankcase Drain Intervals and Recommended Oil

		Normal Service		Severe Service		
Make	Engine	Miles	Months	Miles	Months	Type Of Oil
American Motors	Alliance, GTA, Jeep	7,500(a)	7.5	—	—	SF
Chrysler Corp.	Turbo	7,500	6	5,000	6	SF-CC SF-CD(b)
	Others	7,500	12	3,000	3	SF SF-CC
Ford Motor Co.	Turbo	5,000	6	3,000	3	SF SF-CC SF-CD
	Others	7,500	6	3,000	3	SF-CC SF-CD
General Motors	Turbo	3,000	3	3,000	3	SF-CC SF-CD
	Others	7,500	12	3,000	3	SF-CD(a)

(a) For Jeep diesel, 5 months or 5,000 miles
(b) preferred
Source: Chek-Chart Publications

1987 Automatic Transmission/Transaxle Drain Intervals and Recommended Fluids

		Normal Service		Severe Service	
Make	Fluid	Months	Miles	Months	Miles
American Motors	Dexron®-II	30	30,000	—	—
Chrysler Corp.	Dexron®-II(b)	—	(a)	—	15,000
Ford Motor Co.	Type H(c)	—	(a)	—	30,000
General Motors	Dexron®-II	—	100,000	—	15,000

(a) Drain not required for normal service.
(b) ATF + or Type 7176 fluid is preferred in RWD vehicles.
(c) C-3 trans. uses Dexron®-II.
Source: Chek-Chart Publications

1987 Chassis Lubrication Intervals

	Normal Service		Severe Service			
Make	Months	Miles	Months	Miles	Type	Part or Specification No.
American Motors (Jeep only)	7.5	7,500(a)	Shorter - intervals		#2 Lithium EP	8993530
Chrysler Corp.	36	30,000	18	15,000	#2 Barium EP	4318062
Ford Motor Co.	—	30,000	—	15,000	#2 Lithium EP with polyethylene 8-molybdenum disulfide (suspension) #4-5 Lithium (steering)	M1C75-B M1C92-A Type II
General Motors	12	7,500	6	6,000	#1-2 Multipurpose EP	6031-M

(a) For gasoline. Diesel intervals are 5 months or 5,000 miles.
Source: Chek-Chart Publications

Service Job Analysis Update Shows Continued Growth in Auto Service Work

An updated survey for 1986 based on Hunter Publishing Company's 1984 *Service Job Analysis* indicates that U.S. service stations still perform a sizeable share of traditional automotive repair and service jobs.

The update survey, which was conducted using the same Hunter Micromarket Panel which provided data for the 1984 SJA report, shows that service stations are holding their own in terms of traditional service market share. In fact, service stations lead in share of market in 27 out of 53 categories covered in the table.

The table presents data selected from the SJA's major repair/service categories, with emphasis on the type of jobs frequently performed in service stations.

The data is based on a service dealer universe of 329,000 outlets: 115,000 service stations, 150,000 independent repair shops, 25,000 new car/truck dealers and 39,000 fleet service shops. The fleet service segment has been omitted from the table since it relates more to truck repair than automobile service. The SJA does not include figures for discount stores, auto repair chains or other non-traditional repair outlets.

Especially noteworthy in this 1986 SJA survey update is the continued strength shown by service stations in the "growth" areas of the automotive service market—alignment/suspension, carburetors/fuel pumps and air conditioning and cooling system service.

		Service Stations			Independent Repair Shops			New Car/Truck Dealers		
Job	Total Jobs* Performed (Add 000)	Number of Jobs Performed (Add 000)	% of Jobs	% Change from 1985	Number of Jobs Performed (Add 000)	% of Jobs	% Change from 1985	Number of Jobs Performed (Add 000)	% of Jobs	% Change from 1985
LUBRICATION										
Lube Jobs—Car	143,609	68,995	48.0%	(.8)	35,399	24.6%	.1	30,363	21.1%	4.1
Oil Changes—Car	157,509	74,621	47.4	.7	38,346	24.3	2.1	36,699	23.3	5.9
Engine Oil Sold—Quarts	893,889	441,139	49.4	1.9	217,501	24.3	2.3	159,519	17.8	4.7
Oil Filters Replaced—Car	135,422	65,718	48.5	.7	36,244	26.8	2.3	31,647	23.4	6.0
Air Filters Replaced—Car	58,411	25,680	44.0	1.0	20,515	35.1	2.9	11,236	19.2	4.4
CARBURETOR/FUEL PUMP										
Carburetors Installed—New	1,601	543	33.9	1.1	821	51.3	1.1	133	8.3	(1.1)
Carburetor Kits Installed	11,367	3,094	27.2	7.2	6,248	55.0	4.7	1,666	14.7	4.9
Fuel Pumps Installed—New	5,962	2,521	42.3	3.1	2,356	39.5	2.6	760	12.7	4.5
Fuel Filters Replaced—Car	49,441	18,635	37.7	7.4	20,347	41.2	6.7	9,624	19.5	8.4
IGNITION/TUNE-UP										
Engine Tune-Ups—Car	61,085	20,489	33.5	.3	27,042	44.3	.0	12,142	19.9	5.2
Spark Plugs—New	361,344	125,021	34.6	7.2	161,632	44.7	6.4	65,866	18.2	11.3
ELECTRICAL SERVICE										
Batteries Installed	30,304	16,248	53.6	5.8	9,898	32.7	3.9	2,463	8.1	4.3
Battery Cables Installed	16,404	7,318	44.6	1.1	6,699	40.8	.9	1,303	7.9	.9
Alternators Installed—New	2,418	996	41.2	(1.9)	897	37.1	(.3)	370	15.3	1.7
Alternators Inst.—Rebuilt	14,501	7,241	49.9	3.0	5,651	39.0	2.7	930	6.4	3.0
Starters Installed—New	1,792	648	36.2	(.4)	778	43.4	(.9)	271	15.1	.9
Starters Inst.—Rebuilt	12,236	5,975	48.8	3.2	4,856	39.7	2.5	748	6.1	2.7
Voltage Regulators Inst.—New	6,667	2,577	38.7	(1.7)	2,965	44.5	.7	764	11.5	.6
COOLING SYSTEM										
Systems Flushed	14,768	6,704	45.4	2.6	5,560	37.6	4.1	1,970	13.3	6.5
Radiators Replaced—Car	4,992	2,110	42.3	5.3	2,419	48.5	5.8	355	7.1	1.9
Radiator Hose Replaced	28,620	13,666	47.7	4.2	11,451	40.0	5.4	2,496	8.7	5.5
Belts Installed—All Types	60,359	28,054	46.5	6.9	23,299	38.6	8.1	6,602	10.9	8.3
Water Pumps Repl.—New	6,816	2,305	33.8	1.1	3,108	45.6	1.2	1,139	16.7	4.1
Water Pumps Repl.—Rebuilt	6,644	3,103	46.7	.7	2,655	40.0	4.0	633	9.5	2.8
Antifreeze Sold—Gal.	87,728	39,936	45.5	3.3	29,327	33.4	3.9	11,545	13.2	7.2

		Service Stations			Independent Repair Shops			New Car/Truck Dealers		
Job	Total Jobs* Performed (Add 000)	Number of Jobs Performed (Add 000)	% of Jobs	% Change from 1985	Number of Jobs Performed (Add 000)	% of Jobs	% Change from 1985	Number of Jobs Performed (Add 000)	% of Jobs	% Change from 1985
EXHAUST SYSTEM										
Mufflers Replaced—Car	14,585	6,337	43.4%	2.1	5,997	41.1%	1.1	2,024	13.9%	1.0
Tail Pipes Replaced	13,110	5,772	44.0	2.1	5,422	41.4	.5	1,438	11.0	1.3
Exhaust Pipes Replaced	6,736	2,834	42.1	(.3)	2,767	41.1	(.9)	762	11.3	.2
Catalytic Converters Repl.	1,340	269	20.1	6.5	301	22.5	4.9	725	54.1	1.7
TRANSMISSION/CLUTCH										
Standard Trans. Rebuilt	1,270	95	7.5	(1.5)	555	43.7	(.3)	476	37.5	(1.0)
Automatic Trans. Rebuilt	2,830	262	9.3	3.5	1,060	37.5	.9	1,404	49.6	4.3
Auto. Trans. Fluid-Quarts	111,017	45,188	40.7	4.1	39,301	35.4	3.0	21,015	18.9	5.8
Auto. Trans. Filters Repl.	14,878	5,423	36.4	3.8	6,077	40.8	3.2	2,804	18.8	5.3
Universal Joints Repl.—Car	11,738	5,089	43.4	.5	5,524	47.1	.6	890	7.6	(.5)
ALIGNMENT/SUSPENSION										
Wheel Balancing Jobs	32,457	16,828	51.8	4.4	10,590	32.6	8.3	3,511	10.8	8.3
Front-End Alignment	25,712	5,944	23.1	6.7	13,087	50.9	10.2	6,286	24.4	9.6
Shock Absorbers Replaced	25,988	10,291	39.6	(.1)	12,581	48.4	1.3	2,218	8.5	1.0
MacPherson Strut Cartridges Installed	4,639	1,108	23.9	6.8	2,774	59.8	5.4	672	14.5	3.4
BRAKES										
Drum Brake Shoes Installed	26,548	10,516	39.6	3.8	12,326	46.4	2.1	3,287	12.4	2.0
Master Cylinders Replaced—New	4,791	1,580	33.0	3.5	2,654	55.4	4.2	409	8.5	1.3
Brake Drums Replaced	526	131	24.9	.6	274	52.1	.9	75	14.3	.1
Brake Drums Turned/Grnd.	31,607	10,806	34.2	8.2	15,961	50.5	7.3	3,925	12.4	6.6
Disc Brake Pads Installed—Car	36,978	14,368	38.9	8.7	16,838	45.5	6.0	5,307	14.4	7.3
Disc Brake Rotors Resurf.	37,813	12,197	32.3	11.7	20,639	54.6	10.1	4,418	11.7	9.0
CHEMICALS										
Engine Oil Additives	13,413	6,998	52.2	(.2)	3,348	25.0	1.5	2,748	20.5	3.7
Gasoline Additives	18,960	12,113	63.9	4.7	4,652	24.5	3.6	1,789	9.4	15.6
Transmission Additives	4,572	2,038	44.6	.0	1,823	39.9	1.6	664	14.5	2.7
Cooling System Rust Inhibitors	13,413	5,903	44.0	1.3	4,731	35.3	2.8	1,510	11.3	6.2
Refrigerant (Freon) Repl.	59,240	21,801	36.8	5.9	24,948	42.1	4.2	10,499	17.7	6.9
ACCESSORIES/AIR CONDITIONING										
Windshield Wiper Refills	43,811	25,472	58.1	5.8	12,092	27.6	3.0	4,570	10.4	7.7
Air Conditioners Serviced	19,571	8,088	41.3	4.1	6,804	34.8	2.6	4,242	21.7	4.6
Air Conditioner Compressors Installed—New	1,122	274	24.4	1.4	452	40.3	.4	352	31.4	3.1
Air Conditioner Compressors Inst.—Rebuilt	1,399	554	39.6	1.1	590	42.2	(.6)	185	13.2	1.6

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*Segment figures and percentages will not add up to total—remainder is accounted for by self-service fleet locations.

U.S. Refineries and Capacities by States

(Crude Oil Operable Capacity on Jan. 1, 1986)

(* after number indicates capacity shut down but capable of being placed in operation within 90 days.)

Company	b/d
Alabama: Gulf	
Louisiana Land & Exploration Co.,	
Mobile	80,000
Mobile Bay Refining Co.,	
Chickasaw	26,600*
Total	**80,000** **26,600***
Alabama: Inland	
Hunt Oil Co., Tuscaloosa	33,500
Vulcan Refining Co.,	
Cordova	9,500*
Total	**33,500** **9,500***
Alaska	
Arco Alaska	
Anchorage	12,000
Prudhoe	22,000
Chevron U.S.A., Kenai	22,000
Mapco Petroleum Co.,	
North Pole	60,000
Tesoro Petroleum Corp., Kenai	72,000
Total	**186,000**
Arkansas	
Berry Petroleum Co.	
(Formerly Crystal Oil Co.)	
Stephens	3,200
Cross Oil & Refining Co.,	
Smackover	6,700
Lion Oil Co.	
(Formerly Tosco Corp.)	
El Dorado	41,000 7,000*
MacMillan Petroleum, Inc.,	
Norphlet	5,000 1,000*
Total	**55,900** **8,000***
California	
Arco Petroleum Products, Carson	215,000
Beacon Oil Co., Hanford	17,300
Champlin Petroleum Co.,	
Wilmington	63,000
Chevron U.S.A., Bakersfield	26,000
El Segundo	390,000 15,000*
Richmond	294,000 71,000*
Conoco, Santa Maria	9,500
Edgington Oil Co., Long Beach	41,600
Exxon Co. U.S.A., Benicia	109,000
Fletcher Oil & Refining Co.,	
Carson	29,500
Gibson Oil & Refining Co.,	
Bakersfield	9,600
Golden West Refining Co.,	
Santa Fe Springs	42,000
Huntway Refining Co.	
Van Nuys	8,000
Wilmington	5,500
Kern Oil & Refinery Co.,	
Bakersfield	21,400
Lunday-Thagard Oil Co.,	
South Gate	8,100
MacMillan Petroleum, Inc.,	
Long Beach	11,000
Mobil Oil Corp., Torrance	123,500
Newhall Refining Co. Inc.,	
Newhall	21,400
Oxnard Refinery, Oxnard	4,000
Pacific Refining Co., Hercules	55,000
Paramount Petroleum Corp.,	
Bakersfield	20,500*
Paramount	32,000 14,500*
San Joaquin Refining Co.,	
Bakersfield	10,000 14,300*
Shell Oil Co., Martinez	113,500
Wilmington	93,000
Sunland Refining Corp.,	
Bakersfield	12,000
Texaco Refining & Marketing Co.	
Bakersfield	38,000
Wilmington	75,000
Tosco Corp., Avon	126,000
Unocal Corp.	
Arroyo Grande	41,000
Rodeo	77,000
Wilmington	85,500
West Coast Oil Co., Oildale	19,000*
Witco Chemical Corp., Oildale	0
Total	**2,216,900** **178,800***
Colorado	
Asamera Oil (U.S.),	
Commerce City	26,000
Conoco, Commerce City	41,500
Delaware	
Texaco Refining & Marketing Co.	
Delaware City	140,000
Florida	
Seminole Refining Corp.	
St. Marks	10,000 7,000*
Georgia	
Amoco Oil Co., Savannah	28,000
Young Refining Corp.,	
Douglasville	6,000
Total	**34,000**
Hawaii	
Chevron U.S.A., Honolulu	48,000
Illinois	
Clark Oil & Refining Corp.,	
Blue Island	57,000
Hartford	47,500
Marathon Petroleum Co.,	
Robinson	120,000 75,000*
Mobil Oil Corp., Joliet	180,000
Motor Oils Refining Co.,	
McCook	1,000
Shell Oil Co., Wood River	264,000
Unocal Corp.	
Lomont	151,000
Total	**821,000** **75,000***
Indiana	
Amoco Oil Co., Whiting	350,000
Gladieux Refinery, Fort Wayne	19,000*
Indiana Farm Bureau Cooperative Assn., Mount Vernon	21,200
Kentucky Oil & Refining Co.,	
Troy	3,000
Laketon Refining Corp., Laketon	8,719
Rock Island Refining Corp.,	
Indianapolis	43,200
Total	**426,119** **19,000***
Kansas	
Derby Refining Co.,	
Wichita	28,800
Farmland Industries, Coffeyville	56,500
Phillipsburg	26,400
National Cooperative Refinery Assn., McPherson	70,100
Pester Refining Co., El Dorado	32,000*
Texaco Refining & Marketing Co.	
El Dorado	80,169
Total Petroleum, Arkansas City	50,000
Total	**311,969** **32,000***
Kentucky	
Ashland Oil, Catlettsburg	213,400
Kentucky Oil & Refining Co.,	
Betsy Lane	600*
Somerset Refinery Inc.,	
Somerset	5,500
Total	**218,000** **600***
Louisiana: Gulf	
Calcasieu Refining Co.,	
Lake Charles	14,000
Canal Refining Co.,	
Church Point	8,000
Citgo Petroleum Corp.,	
Lake Charles	297,000 23,000*
Clark Oil & Refining Corp.,	
Mt. Airy	0
Conoco, Egan	10,000
West Lake	156,500
Exxon Co. U.S.A.,	
Baton Rouge	455,000
Hill Petroleum Co.,	
Krotz Springs	55,300
Marathon Petroleum Co.,	
Garyville	255,000
Murphy Oil U.S.A., Meraux	78,500 14,000*
Placid Refining Co.,	
Port Allen	45,000
Shell Oil Co., Norco	218,200
Standard Oil Co.	
(Formerly Gulf Refining & Marketing Co.)	
Belle Chasse	198,500
Tenneco Oil Co., Chalmette	137,000
Texaco Refining & Marketing Co.,	
Convent	225,000
Texas NAPCO, St. James	20,000*
Total	**2,152,800** **57,000***
Louisiana: Inland	
Calumet Refining Co., Princeton	3,162
Claiborne Gasoline Co., Lisbon	6,500
Kerr-McGee Corp., Cotton Valley	7,800
Dubach	10,000
Pennzoil Oil	
Shreveport	46,200
Total	**73,662**

Company	b/d
Maryland	
Chevron U.S.A., Baltimore	14,200*
Total	**14,200***
Michigan	
Crystal Refining Co., Carson City	3,000
Lakeside Refining Co., Kalamazoo	5,000*
Marathon Petroleum Co., Detroit	68,500
Total Petroleum, Alma	40,000
Total	**111,500**
	5,000*
Minnesota	
Ashland Oil, St. Paul Park	67,143
Koch Refining Co., Rosemount	155,000
Total	**222,143**
Mississippi: Gulf	
Chevron U.S.A., Pascagoula	295,000
Mississippi: Inland	
Amerada Hess Corp., Purvis	31,000
Ergon Refining, Vicksburg	20,600
Southland Oil Co., Lumberton	5,800
Sandersville	11,000
Total	**68,400**
Montana	
Cenex, Laurel	33,650
	7,800*
Conoco, Billings	48,500
Exxon Co. U.S.A., Billings	42,000
Flying J, Cut Bank	5,600*
Montana Refining Co., Great Falls	6,300
Total	**130,450**
	13,400*
Nevada	
Nevada Refining Co., Tonopah	4,500
New Jersey	
Amerada Hess Corp., Port Reading	0
Chevron U.S.A., Perth Amboy	80,000*
Coastal Eagle Point Oil Co. (Formerly Texaco Refining & Marketing) Westville	90,000
Exxon Co. U.S.A., Linden	100,000
Mobil Oil Corp., Paulsboro	100,000
Seaview Petroleum Co., Paulsboro	44,400*
Total	**290,000**
	124,400*
New Mexico	
Bloomfield Refining Co., Bloomfield	13,700
Giant Refining Co., Gallop	18,000
Navajo Refining Co., Artesia	34,700
Thriftway Oil Co., Bloomfield	6,100
Total	**72,500**
New York: East	
Cibro Petroleum Products, Albany	41,850*
North Carolina	
GNC Energy Corp., Greensboro	3,000*
North Dakota	
Amoco Oil Co., Mandan	58,000
Flying J, Williston	4,583*
Total	**58,000**
	4,583*
Ohio: East	
Ashland Oil, Canton	66,000
Ohio: West	
Chevron U.S.A. (Formerly Gulf Refining & Marketing Co.) Cincinnati	43,700
Standard Oil Co. Lima	168,000
Toledo	125,000
Sun Co., Toledo	118,000
Total	**454,700**
Oklahoma	
Barrett Refining Corp., Thomas	9,300
Conoco, Ponca City	134,000
Kerr-McGee Corp., Wynnewood	43,000
Sinclair Oil Corp., Tulsa	50,000
Sun Co., Tulsa	85,000
Total Petroleum, Ardmore	62,000
Total	**383,300**
Oregon	
Chevron U.S.A., Willbridge	15,000
Pennsylvania: East	
Atlantic Refining & Marketing Co. (Formerly Atlantic Richfield Co.) Philadelphia	125,000
BP Oil Corp., Marcus Hook	173,000
Chevron U.S.A. (Formerly Gulf Refining & Marketing Co.) Philadelphia	174,100
Sun Co., Marcus Hook	155,000
Total	**627,100**
Pennsylvania: West	
Pennzoil Co., Rouseville	15,700
Quaker State Oil Refining Corp., Smethport	6,700
United Refinery Co., Warren	60,000
Witco Corp., Bradford	8,500
Total	**90,900**
Tennessee	
Mapco Petroleum Co., Memphis	60,000
Texas: Gulf	
Amoco Oil Co., Texas City	415,000
Champlin Petroleum Co., Corpus Christi	157,000
Charter International Oil Co., Houston	65,000*
Chevron U.S.A. (Formerly Gulf Refining & Marketing Co.) Port Arthur	406,900
Coastal Refining & Marketing Co. Corpus Christi	87,500
Crown Central Petroleum Corp., Pasadena	100,000
Exxon Co. U.S.A., Baytown	494,000
Fina Oil & Chemical Co. (Formerly American Petrofina Co. of Texas) Port Arthur	90,000
Koch Refining Co., Corpus Christi	125,000
Lyondell Petrochemical Co. (Formerly Atlantic Richfield Co.) Houston	206,000
Marathon Petroleum Co., Texas City	49,000
	20,500*
Mobil Oil Corp., Beaumont	275,000
Petromax, Houston	2,000*
Phillips 66 Co. Sweeney	175,000
Shell Oil Co., Deer Park	228,500
South Hampton Refining Co., Silsbee	20,250*
Southwestern Refining Co., Corpus Christi	104,000
Texaco Refining & Marketing Co., Port Arthur	220,000
Port Neches	31,000*
Texas City Refining, Texas City	119,600
Trifinery Corpus Christi	30,000*
Unocal Corp., Beaumont (Nederland)	120,000
Valero Refining Co. (Formerly Saber Refining Co.) Corpus Christi	18,000*
Total	**3,426,500**
	185,750*
Texas: Inland	
Amber Refining, Fort Worth	12,500
	7,200*
Chevron U.S.A., El Paso	76,000
Diamond Shamrock Refining & Marketing Co., Sunray	85,000
Three Rivers	47,000
Fina Oil & Chemical Co. (Formerly American Petrofina Co. of Texas) Big Spring	60,000
Howell Hydrocarbons Corp., San Antonio	9,900
La Gloria Oil & Gas Co., Tyler	46,000
Leal Energy Corp., Nixon	9,589
Liquid Energy Corp., Bridgeport	10,000
Petrolite Corp., Kilgore	1,000
Phillips 66 Co., Borger	100,000
Pride Refining Inc., Abilene	42,750
Shell Oil Co., Odessa	30,600
Texaco Refining & Marketing Co., El Paso	17,000
Total	**547,339**
	14,008*
Utah	
Amoco Oil Co., Salt Lake City	40,000
Big West Oil Co. (Formerly RMT Properties) Salt Lake	24,000
Chevron U.S.A., Salt Lake City	45,000
Crysen Corp., Woods Cross	12,500
Phillips 66 Co., Woods Cross	25,000
Seagull Refining Co., Roosevelt	8,000
Total	**154,500**
Virginia	
Amoco Oil Co., Yorktown	51,000
Primary Oil & Energy Co., Chester	1,900
Virginia Oil & Refining Co., Jonesville	1,000
Total	**53,900**
Washington	
Arco Petroleum Products Co., Ferndale	146,000
Chevron U.S.A., Richmond Beach	5,500
Mobil Oil Corp., Ferndale	77,000
Shell Oil Co., Anacortes	72,000
Sound Refining (Formerly Crysen Corp.) Tacoma	11,900
Texaco Refining & Marketing Co., Anacortes	78,000
U.S. Oil & Refining Co., Tacoma	29,500
Total	**419,900**

West Virginia

Company	b/d
Quaker State Oil Refining Corp.,	
Newell	12,150
St. Mary's	4,520
Total	**16,670**

Wisconsin

Company	b/d
Murphy Oil Corp., Superior	32,000

Wyoming

Company	b/d
Amoco Oil Co., Casper	40,000
Frontier Refining Co. (Formerly RMT Properties) Cheyenne	28,800
Little America Refining Co., Casper	24,500
Mountaineer Refining Co., La Barge	100 250*
Silver Eagle Oil Co., La Barge	2,500*
Sinclair Oil Corp., Sinclair	54,000
Wyoming Refining Co., Newcastle	12,555
Total	**159,955** **2,750***

Guam

Company	b/d
Guam Oil & Refining Co., Agana	43,900*

Puerto Rico

Company	b/d
Chevron U.S.A. (Formerly Gulf Refining & Marketing Co.) Bayamon	38,000
Phillips Puerto Rico Core, Guayama	0
Sun Co., Yabucoa	85,000
Total	**123,000**

Hawaiian Foreign Trade Zone

Company	b/d
Hawaiian Independent Refinery, Ewa Beach	67,900

Virgin Islands

Company	b/d
Amerada Hess Corp., St. Croix	470,000 75,000*

Source: Petroleum Supply Annual, 1985, Energy Information Administration, June, 1986.

Lubricating Oil and Wax Capacities of U.S. Refineries

(All capacities in 000 b/d) as of Jan. 1, 1987

			Finished Lube Capacity					Wax Capacity	
Company	**Location**	**Crude Capacity**	**A**	**B**	**C**	**D**	**Total**	**E**	**F**
Amoco Oil Co.	Caspar, Wyo.	40.0	1.5	0.1			1.6		0.5
Amoco Oil Co.	Whiting, Ind.	350.0	6.2				6.2	0.6	
Ashland Oil, Inc.	Catlettsburg, Ky.	213.4	7.5				7.5		2.0
Calumet Refining Co.	Burnham, Ill.					0.6	0.6		
Calumet Refining Co.	Princeton, La.	4.4				3.2	3.2		
Chevron U.S.A. Inc.	Port Arthur, Tex.	406.9	6.1	0.5	2.0	0.1	8.7		0.3
Chevron U.S.A. Inc.	Richmond, Calif.	350.0			2.3		2.3	1.2	1.0
Cit-Con Oil Corp.	Lake Charles, La.		9.1				9.1	1.0	0.8
Conoco Inc.	Ponca City, Okla.	134.0	2.0				2.0	0.2	
Cross Oil & Refining	Smackover, Ark.	7.0				4.0	4.0		
Diamond Shamrock	Three Rivers, Tex.	2.0							
Exxon Co., U.S.A.	Baton Rouge, La.	455.0	16.0	0.5			16.5	1.5	
Exxon Co., U.S.A.	Baytown, Tex.	494.0	19.8		9.0		28.8		1.8
Farmland Industries, Inc.	Coffeyville, Kans.	56.5	2.5				2.5		0.2
Lubricating Co. of America	Saugus, Calif.				0.5		0.5		
Lyondell Petrochemical Co.	Houston, Tex.	260.0	3.8				3.8		0.4
Macmillan Petroleum Inc.	Norphlet, Ark.	6.0				2.2	2.2		
Mobil Oil Corp.	Beaumont, Tex.	270.0	7.5				7.5	1.3	0.3
Mobil Oil Corp.	Paulsboro, N.J.	100.0	7.0				7.0		
Pennzoil Co.	Rouseville, Pa.	15.7						0.6	0.4
Pennzoil Co./Atlas Processing Co.	Shreveport, La.	46.2	3.6				3.6	1.0	
Petrolite Corp.	Barnsdall, Okla.							0.4	
Petrolite Corp., Bareco Div.	Kilgore, Tex.	1.0							0.3
Quaker State Oil Ref. Corp.	Emlenton, Pa.							0.7	
Quaker State Oil Ref. Corp.	Farmers Valley, Pa.	6.5	1.7				1.7	0.4	0.5
Quaker State Oil Ref. Corp.	Newell, W.V.	11.7							0.8
Quaker State Oil Ref. Corp.	St. Mary's, W.V.	4.9	1.0	0.6			1.6		0.3
Seaview Petroleum Co.	Paulsboro, N.J.	33.0				5.0	5.0		
Shell Oil Co.	Deer Park, Tex.	214.0	4.6				4.6	1.2	
Shell Oil Co.	Martinez, Calif.	135.2			3.8		3.8		
Shell Oil Co.	Wood River, Ill.	274.0							
Standard Oil Co.	Lima, Ohio	178.0	2.4				2.4		0.8
Sun Company, Inc.	Marcus Hook, Pa.	155.0				4.0	4.0		
Sun Company, Inc.	Tulsa, Okla.	85.0	7.5				7.5	0.8	
Sun Company, Inc.	Yabucoa, Puerto Rico	85.0							1.7
Texaco U.S.A.	Port Arthur, Tex.	250.0	15.0	0.1	1.0		16.1		1.8
Unocal	Nederland, Tex.	120.0	3.1				3.1	0.1	0.2
Unocal	Rodeo, Calif.	77.0	5.1				5.1	0.8	1.2
Witco Chemical Corp.	Bradford, Pa.	10.0	1.6	0.9			2.5	0.2	
Witco Chemical Corp.	Oildale, Calif.	11.0			2.7	1.0	3.7		
	TOTAL:	**4862.4**	**134.6**	**2.6**	**21.3**	**20.1**	**178.6**	**12.0**	**15.3**

Canadian Refineries

Company	Location	Crude Capacity	A	B	C	D	Total	E	F
Esso Petroleum Canada	Sarnia, Ontario	126.0	4.6		0.7		5.3	0.5	1.8
Esso Petroleum Canada	Strathcona, Alberta	157.0					2.7		0.6
International Waxes, Ltd.	Agincourt, Ontario							0.8	
Petro-Canada Products	Clarkson, Ontario	60.0					4.6		1.0
Shell Canada, Ltd.	Montreal East, Quebec	31.0	3.4				3.4		1.0
	TOTAL:	**374.0**	**8.0**		**0.7**		**16.0**	**1.3**	**4.4**

Definitions: A-Solvent extracted paraffinic lubes; B-Unextracted paraffinic lubes; C-Solvent extracted naphthanic lubes; D-Unextracted unhydrotreated naphthanic lubes; E-Fully refinished, crude scale and microcrystalline waxes; F-Semi-finished, slack waxes and petrolatums.

Source: National Petroleum Refiners Assn., Lubricating Oil and Wax Capacities, 1986

U.S. Refineries and Capacities by Companies

(In descending order as of Jan. 1, 1986)

Important note: This listing includes capacity that is operational and capacity that is idle or shut down. In the latter case, this capacity can be restored to normal within 90 days. The Energy Information Administration says there were 216 operable refineries on Jan. 1, 1986, compared with a total of 223 the preceding year. The crude distillation capacity was 15.5 million b/d, compared with the year ago figure of 15.7 million b/d. For earlier data, see 1986 *NPN Factbook*.

Companies with a capacity of more than 100,000 b/d. Number of companies: 30; Total capacity: 13,355,412 b/d.

Company	b/d
Chevron Corp.	
Chevron U.S.A.	
Port Arthur, TX[1]	406,900
El Segundo, CA	405,000
Richmond, CA	365,000
Pascagoula, MS	295,000
Philadelphia, PA[1]	174,100
Perth Amboy, NJ	80,000
El Paso, TX	76,000
Honolulu, HI	48,000
Salt Lake City, UT	45,000
Cincinnati, OH[1]	47,300
Bakersfield, CA	26,000
Kenai, AK	22,000
Willbridge, OR	15,000
Baltimore, MD	14,200
Richmond Beach, WA	5,500
Total	2,021,400
Exxon Corp.	
Exxon Co. U.S.A.	
Baytown, TX	494,000
Baton Rouge, LA	455,000
Benicia, CA	109,000
Linden, NJ	100,000
Billings, MT	42,000
Total	1,200,000
Shell Oil Co.	
Wood River, IL	264,000
Deer Park, TX	228,500
Norco, LA	218,000
Martinez, CA	113,500
Wilmington, CA	93,000
Anacortes, WA	72,000
Odessa, TX	30,600
Total	1,019,600
Amoco Corp.[2]	
Amoco Oil Co.	
Texas City, TX	415,000
Whiting, IN	350,000
Mandan, ND	58,000
Yorktown, VA	51,000
Casper, WY	40,000
Salt Lake City, UT	40,000
Savannah, GA	28,000
Total	982,000
Texaco Inc.	
Texaco Refining & Marketing	
Convent, LA	225,000
Port Arthur, TX	220,000
Delaware City, DE	140,000
El Dorado, KS	80,169
Anacortes, WA	78,000
Wilmington, CA	75,000
Bakersfield, CA	38,000
Port Neches, TX	30,000
El Paso, TX	17,000
Total	903,169
Mobil Oil Corp.	
Beaumont, TX	275,000
Joliet, IL	180,000
Torrance, CA	123,000
Paulsboro, NJ	100,000
Ferndale, WA	77,000
Total	755,000
Standard Oil Co.[3]	
Belle Chasse, LA[1]	198,500
Lima, OH	168,000
Toledo, OH	125,000
BP Oil Corp.	
Marcus Hook, PA	173,000
Total	664,500
Atlantic Richfield Co.	
Houston, TX	260,000
Carson (Watson), CA	215,000
Ferndale (Cherry Point), WA	146,000
Prudhoe, AK[3]	22,000
Anchorage, AK[3]	12,000
Total	665,000
U.S. Steel Corp.	
Marathon Petroleum Co.	
Garyville, LA	255,000
Robinson, IL	195,000
Texas City, TX	69,500
Detroit, MI	68,500
Total	588,000
Unocal Corp.	
Lemont (Chicago), IL	151,000
Beaumont (Nederland), TX	120,000
Wilmington, CA	108,000
Rodeo (San Francisco), CA	77,000
Arroyo Grande, CA	41,000
Total	497,000
E.I. Du Pont De Nemours & Co.	
Conoco, Inc.	
West Lake (Lake Charles), LA	156,500
Ponca City, OK	134,000
Billings, MT	48,500
Denver (Commerce City), CO	41,500
Egan (Acadia), LA	10,000
Santa Maria, CA	9,500
Total	400,000
Sun Co. Inc.	
Marcus Hook, PA	155,000
Toledo, OH	118,000
Tulsa, OK	85,000
Total	358,000
Ashland Oil Inc.	
Catlettsburg, KY	213,400
St. Paul Park, MN	67,143
Canton, OH	66,000
Total	346,543
Southland Corp.	
Citgo Petroleum Corp.	
Lake Charles, LA	320,000
Phillips Petroleum Co.	
Phillips 66 Co.	
Sweeny, TX	175,000
Borger, TX	100,000
Woods Cross, UT	25,000
Total	300,000
Koch Industries	
Koch Refining Co.	
Rosemount, MN	155,000
Corpus Christi, TX	125,000
Total	280,000
The Coastal Corp.	
Coastal Eagle Point Oil Co.[4]	
Westville, NJ	90,000
Coastal Refining & Marketing[5]	
Corpus Christi, TX	87,500
Pacific Refining Co.	
Hercules, CA	55,000
Derby Refining Co.	
Wichita, KS	28,800
Total	261,300
Union Pacific Corp.	
Champlin Petroleum Co.	
Corpus Christi, TX	157,000
Wilmington, CA	63,000
Total	220,000
Kerr-McGee Corp.	
Kerr-McGee Refining Corp.	
Wynnewood, OK	43,000
Dubach, LA	10,000
Cotton Valley, LA	7,800
Southwestern Refining Co.	
Corpus Christi, TX	104,000
Total	164,800
Total Petroleum North America Ltd.	
Total Petroleum Inc.	
Ardmore, OK	62,000
Arkansas City, KS	50,000
Alma, MI	40,000
Total	152,000
American Petrofina, Inc.	
Fina Oil & Chemical Co.[6]	
Port Arthur, TX	90,000
Big Spring, TX	60,000
Total	150,000
Tenneco Oil Co.	
Chalmette, LA	137,000
Diamond Shamrock Corp.	
Diamond Shamrock Refining & Marketing Co.	
Sunray, TX	85,000
Three Rivers, TX	47,000
Total	132,000
Sinclair Marketing[7]	
Sinclair Oil Corp.	
Sinclair, WY	54,000
Tulsa, OK	50,000
Little America Refining Co.	
Casper, WY	24,500
Total	128,500
Tosco Corp.	
Martinez, CA	126,000
Atlantic Petroleum Corp	
Atlantic Refining & Marketing Corp.	
Philadelphia, PA	125,000
Murphy Oil U.S.A.	
Meraux, LA	92,500
Superior, WI	32,000
Total	124,500
Mapco, Inc.[8]	
Mapco Petroleum Co.	

Company	b/d
Memphis, TN	60,000
North Pole, AK	60,000
Total	120,000
Agway Petroleum Corp.	
Texas City Refining	
Texas City, TX	119,600
Apex Oil Co.	
Clark Oil & Refining Corp.	
Blue Island, IL	57,000
Hartford (Wood River), IL	47,500
Total	104,500

Companies with capacity of 30,001 to 100,000 b/d. Number of companies: 25; Total capacity: 1,325,333 b/d.

Company	b/d
Crown Central Petroleum Corp.	
Pasadena, TX	100,000
Farmland Industries Inc.	
Coffeyville, KS	56,500
Phillipsburg, KS	26,400
Total	82,900
Louisiana Land & Exploration Co.	
Mobile, AL	80,000
Tesoro Petroleum Corp.	
Kenai, AK	72,000
National Cooperative Refinery Assn.	
McPherson, KS	70,100
United Refining Co.	
Warren, PA	60,000
Vulcan Refining Co.	
Cordeva, AL	9,500
Total	69,500
Paramount Petroleum Corp.	
Paramount, CA[10]	46,500
Bakersfield, CA[11]	20,500
Total	67,000
Charter International Oil Co.	
Houston, TX	65,000
Pennzoil Co.	
Pennzoil Products Co.[9]	
Shreveport, LA	46,200
Rouseville, PA	15,700
Total	61,900
Philbro Distributing Corp.[10]	
Hill Petroleum Co.	
Krotz Springs, LA	55,300
Lion Oil Co.[11]	
El Dorado, AR	48,000
Texas Eastern Corp.	
La Gloria Oil & Gas Co.	
Tyler, TX	46,000
Placid Oil Co.	
Placid Refining Co.	
Port Allen, LA	45,000
Seaview Petroleum Co.	
Paulsboro, NJ	44,400
Rock Island Refining Corp.	
Indianapolis, IN	43,200
Soberbio	
Pride Refining Inc.	
Abilene, TX	42,750
Thrifty Oil Co.	
Golden West Refining Co.	
Santa Fe Springs, CA	42,000
Cirillo Brothers Oil Co.	
Cibro Petroleum Products, Inc.	
Albany, NY	41,850
Triad Terminal Corp.	
Edgington Oil Co.	
Long Beach, CA	41,600
Cenex	
Laurel, MT	41,450
Holly Corp.	
Navado Refining Co.	
Artesia, NM	34,700
Flying J Petroleum	
Cut Bank, MT	5,600
Williston, ND	4,583
Big West Oil Co.	
Salt Lake, UT[13]	24,000
Total	34,183
Hunt Oil Co.	
Tuscaloosa, AL	33,500
Pester Refining Co.	
El Dorado, KS	32,000
Amerada Hess Corp.	
Purvis, MI	31,000

Companies with capacity 10,001 to 30,000 b/d. Number of companies: 30; Total capacity: 617,272 b/d.

Company	b/d
Trifinery[14]	
Corpus Christi, TX	30,000
Fletcher Oil & Refining Co.	
Carson, CA	29,500
Time Oil Co.	
U.S. Oil & Refining Co.	
Tacoma, WA	29,500
Frontier Refining Co.[13]	
Cheyenne, WY	28,800
Mobile Bay Refining Co.	
Chickasaw, AL	26,600
Asamera Oil (U.S.)	
Commerce City (Denver), CO	26,000
Crysen Corp.	
Woods Cross, UT	12,500
Tacoma, WA	11,900
Total	24,400
San Joaquin Refining Co.	
Bakersfield, CA	24,300
Quaker State Oil Refining Corp.	
Newell, WVA	12,150
Bradford, PA	6,700
St. Mary's, WVA	4,520
Total	23,370
Young Refining Corp.	
Douglasville, GA	6,000
Seminole Refining Corp.	
St. Marks, FL	17,000
Total	23,000
Kern Oil & Refinery Co.	
Bakersfield, CA	21,400
Pauley Petroleum	
Newhall Refining Co.	
Newhall, CA	21,400
Indiana Farm Bureau Cooperative	
Mount Vernon, IN	21,200
Ergon Inc.	
Vicksburg, MS	20,600
South Hampton Refining Co.	
Silsbee, TX	20,250
Texas Napco Inc.	
St. James, LA	20,000
E-Z Serv Inc.	
Amber Refining Co.	
Fort Worth, TX	19,700
Gladieux Refinery	
Fort Wayne, IN	19,000
West Coast Oil Co.	
Oildale, CA*	19,000
Valero Energy Corp.	
Valero Refining Co.[15]	
Corpus Christi, TX	18,000
Giant Industries Inc.	
Giant Refining Co.	
Gallup (Ciniza), NM	18,000
American Ultramar Ltd.	
Beacon Oil Co.	
Hanford, CA	17,300
MacMillan Ring-Free Oil Co.	
MacMillan Petroleum Inc.	
Long Beach, CA	11,000
Norphlet, AK	6,000
Total	17,000
VSG Corp.	
Southland Oil Co.	
Sandersville, MS	11,000
Lumberton, MS	5,800
Total	16,800
Leal Petroleum Corp.	
Lake Charles, LA	14,000
Calcasieu Refining Co.	
Lake Charles, LA	14,000
Gary Energy Corp.	
Bloomfield Refining Co.	
Bloomfield, NM	13,700
Huntway Refining Co.	
Benicia, CA	8,000
Wilmington, CA	5,500
Total	13,500
Wyoming Refining Co.	
Newcastle, WY	12,555
World Oil Co.	
Sunland Refining Co.	
Bakersfield, CA	12,000

Companies with capacity 10,000 b/d or less. Number of companies: 29; Total capacity: 160,931 b/d.

Company	b/d
Saber Refining	
Bakersfield, CA	10,000
Mitchell Energy and Development Corp.	
Liquid Energy Corp.	
Bridgeport, TX	10,000
Howell Corp.	
Howell Hydrocarbons Corp.	
San Antonio, TX	9,900
Gibson Oil & Refining Co.	

Company	b/d
Bakersfield, CA	9,600
Barrett Refining Corp.[17]	
Thomas, OK	9,300
Laketon Refining Corp.	
Laketon, IN	8,719
Witco Corp.[18]	
Bradford, PA	8,500
Thagard Oil Co.	
South Gate, CA	8,100
Anchor Gasoline Corp.	
Canal Refining Co.	
Church Point, LA	8,000
Linmar Ventures/Theo Davies	
Seagull Refining Co.	
Roosevelt, UT	8,000
Lakeside Refining Co.	
Kalamazoo, MI	5,000
Crystal Refining Co.	
Carson City, MI	3,000
Total	8,000
Moore & Munger	
Cross Oil & Refining Co	
Smackover, AR	6,700
Claiborne Gasoline Co.	
Lisbon, LA	6,500
Montana Refining Co.	
Great Falls, MT	6,300
Thriftway Co.	
Bloomfield, NM	6,100
Somerset Refinery	
Somerset, KY	5,500
Nevada Refining Co.	
Tonopah, NV	4,500
Oxnard Refinery	
Oxnard, CA	4,000
Kentucky Oil & Refining Co.	
Troy, IN	3,000
Betsy Lane, KY	600
Total	3,600
Martin Gas Sales	
Berry Petroleum Co.[19]	
Stephens, AR	3,200
Calumet Industries	
Calumet Refining Co.	
Princeton, LA	3,162
GNC Energy Corp.	
Greensboro, NC	3,000
Silver Eagle Oil Co.	
La Barge, WY	2,500
Petromax Refining Co.	
Houston, TX	2,000
Primary Oil & Energy Co.	
Chester, VA	1,900
Motor Oils Refining Co.	
McCook, IL	1,500
Petrolite Corp.	
Kilgore, TX	1,000
Virginia Oil & Refining Co.	
Jonesville, VA	1,000
Mountaineer Refining Co.	
La Barge, WY	350

Footnotes

Refineries by declining numbers

[1] Formerly Gulf Refining & Marketing Co.
[2] Formerly Standard Oil Co. of Indiana
[3] Formerly Standard Oil Co. of Ohio
[4] Formerly Texaco Refining & Marketing Co.
[5] Formerly Coastal States Petroleum Corp.
[6] Formerly American Petrofina Co. of Texas
[7] Formerly Earl Holding Co.
[8] Formerly Mid-America Pipeline System
[9] Formerly Pennzoil Co.
[10] Formerly Goldking Refining Ltd.
[11] Formerly Tosco Corp.
[12] Formerly Pride Refining Co.
[13] Formerly RMT Properties
[14] Formerly Sentry Refining
[15] Formerly Saber Refining Co.
[16] Formerly Pioneer Refining Ltd.
[17] Formerly Oklahoma Refining Co.
[18] Formerly Witco Chemical Corp.
[19] Formerly Crystal Oil Co.

Source: Energy Information Administration, Petroleum Supply Annual, Volume 1, May 1986.

HANNA CAR WASH ALTERNATIVES
Increase Profits
HANNA ROBOT WASH
CAR WASH
CONVEYORIZED SYSTEM
HANNA
Car Wash Systems

Changes in U.S. Refinery Capacity in 1985

On Jan. 1, 1986, the U.S. had a total of 216 operable refineries. There were 15 shutdowns in 1985 and 10 start-ups reflecting new or reactivated units for a net loss of five refineries during the year. Operable capacity was rated at 15.5 million b/d, virtually unchanged from the year-ago level. It would appear that the sharp declines of recent years are bottoming out and the industry is re-stabilizing itself. Since Jan. 1, 1981, crude oil distillation capacity has declined 3 million b/d while the refinery population has fallen from 324 units in 1981 to 216 at the beginning of 1986.

Refinery Closings in 1985

Refinery	Location	Crude Distillation Capacity b/cd	Total Downstream Capacity b/sd	Years in Operation
Allied Materials Corp.	Stroud, Okla.	7,600	2,500	37+
American Refining Group	Indianola, Pa.	180	0	3
Ashland Oil	Freedom, Pa.	6,800	3,600	37+
B-T Energy Corp.	Louisville, Ky.	3,000	0	3
Conoco	Alvin, Texas	33,274	0	22
Coastal Petroleum Refiners	Bakersfield, Calif.	10,000	0	6
Damson Gas Processing Corp.	White Deer, Texas	0	1,000	12
Flint Chemical Co.	San Antonio, Texas	1,500	0	23
Golden Eagle Refining Co.	Carson, Calif.	16,170	0	37+
International Processors	St. Rose, La.	28,356	14,000	6
Kenco Refining	Wolf Point, Mont.	4,700	0	8
Morrison Petroleum Co.	Woods Cross, Utah	6,000	0	11
Texaco Refining & Marketing	Amarillo, Texas	20,000	24,400	37+
Texaco Refining & Marketing	Lawrenceville, Ill.	79,000	134,000	37+
Tropicana Energy Co.	Fort Worth, Texas	4,650	0	19
Vicksburg Refining	Vicksburg, Miss.	6,000	0	7
U.S. Total		242,430	206,600	—

New and Reactivated Refineries in 1985

				Status
Arco Alaska	Anchorage, Alas.	12,000	0	N
Barrett Refinery Corp.	Thomas, Okla.	9,300	0	R
Hill Petroleum Co.	Krotz Springs, La.	55,300	77,000	R
Leal Petroleum Corp.	Nixon, Texas	9,589 6,808*		R
Primary Oil & Energy Corp.	Chester, Va.	1,900	0	N
Saber Refining Co.	Bakersfield, Calif.	10,000	0	R
Seminole Refining Corp.	St. Marks, Fla.	10,000 7,000*	11,390	R
Silver Eagle Oil Co.	La Barge, Wyo.	2,500*	1,300	R
South Hampton Refining Co.	Silsbee, Texas	10,000	0	R
Trifinery	Corpus Christi, Texas	30,000	25,000	R
U.S. Total		130,089	120,390 36,558*	

*Idle capacity; b/cd: bbls. per calendar day; b/sd: bbls. per stream day.

Source: Energy Information Administration, Petroleum Supply Annual 1985, Vol. 1 published May 1986.

U.S. Refinery Closings—1981 through 1985

PAD District/Refinery	Location	Crude Distillation Capacity (B/CD)	Total Downstream Capacity (B/SD)	Date of Last Operation	Date Shutdown	Years in Operation
District 1						
American Refinery Group	Indianola, Pa.	180	0	3/84	12/85	3
Amoco Oil Co.	Baltimore, Md.	15,000	0	1/82	3/82	25+
Ashland Oil, Inc.	Buffalo, N.Y.	64,000	106,500	7/82	12/84	36+
Ashland Oil, Inc.	Freedom, Pa.	6,800	3,600	4/85	12/85	37+
ATC Petroleum Inc.	Wilmington, N.C.	11,900	0	7/81	1/82	8
ATC Petroleum Inc.	Newington, N.H.	13,400	0	7/81	1/82	7
ELK Refining Co., div. of Pennzoil Co. Inc.	Falling Rock, W.Va.	5,600	2,000	12/82	1/83	25+
Manatee Energy Co.	Port Manatee, Fla.	28,400	0	5/81	10/81	2
Mobil Oil Corp.	Buffalo, N.Y.	43.000	67,000	5/81	7/81	25+
Quaker State Oil Refining Corp.	Emlenton, Pa.	0	2,980	12/83	12/83	25+
Total		**188,280**	**182,080**	—	—	—
District 2						
Allied Materials Corp.	Stroud, Okla.	7,600	2,500	12/84	2/85	37+
Amoco Oil Co.	Sugar Creek, Mo.	104,000	185,500	5/82	6/82	25+
Amoco Oil Co.	Wood River, Ill.	104,000	127,000	5/81	10/81	25+
Ashland Oil, Inc.	Findlay, Ohio	20,400	8,000	2/82	12/84	36+
Ashland Oil, Inc.	Louisville, Ky.	25,200	29,000	4/82	12/84	36+
B-T Energy Corp.	Louisville, Ky.	3,000	0	11/84	11/85	3
Champlin Petroleum Co.	Enid, Okla.	53,800	58,500	6/83	12/83	25+
Conoco Inc.	Wrenshall, Minn.	23,500	25,700	5/81	9/81	5
CRA, Inc.	Scottsbluff, Neb.	5,600	3,650	5/82	6/82	25+
Dillman Oil Recovery Inc.	Oblong, Ill.	1,200	0	1/81	2/82	4
Dow Chemical U.S.A.	Bay City, Mich.	20,000	0	5/80	9/81	25+
E-Z Serv Refining Inc.	Shallow Water, Kan.	9,500	0	4/81	2/82	25+
Energy Cooperative Inc.	East Chicago, Ind.	126,000	190,000	5/81	6/82	25+
Energy Development	Crossville, Ill.	1,000	0	2/81	4/81	22
Gulf Oil Corp.	Toledo, Ohio	50,300	61,800	6/81	11/81	25+
Hudson Refining Co. Inc.	Cushing, Okla.	19,000	12,150	12/82	11/83	6
Indiana Refining Inc.	Princeton, Ind.	5,000	0	12/80	2/81	23
Industrial Fuel and Asphalt of Indiana Inc.	Hammond, Ind.	7,600	0	12/81	6/82	25+
Mid-America Refining Co. Inc.	Chanute, Kan.	3,000	1,800	3/81	7/82	25+
Mobil Oil Corp.	Augusta, Kan.	50,000	83,900	9/83	9/83	25+
Northland Oil and Refining Co.	Dickinson, N.D.	5,000	0	2/81	2/82	7

PAD District/Refinery	Location	Crude Distillation Capacity (B/CD)	Total Downstream Capacity (B/SD)	Date of Last Operation	Date Shutdown	Years in Operation
Oklahoma Refining Co.	Cyril, Okla.	12,750	23,100	12/84	12/84	36+
Oklahoma Refining Co.	Thomas, Okla.	11,600	0	12/84	12/84	4
Okmulgee Refining Co.	Okmulgee, Okla.	25,000	13,200	6/82	1/83	25+
Phillips Petroleum Co.	Kansas City, Kan.	80,000	156,700	8/82	9/82	25+
Texaco Inc.	Lockport, Ill.	72,000	136,000	4/81	10/81	25+
Texaco Refining & Marketing Co.	Lawrenceville, Ill.	79,000	134,000	4/85	12/85	37+
Texas American Petrochemical Inc.	West Branch, Mich.	11,500	3,200	9/81	2/82	25+
Tonkawa Refining Co.	Arnett, Okla.	12,000	6,000	1984	1984	16
Tosco Corp.	Duncan, Okla.	47,000	85,000	1984	1984	4
Wireback Oil Co.	Plymouth, Ill.	1,800	1,800	2/81	3/81	25+
Total		**985,750**	**1,348,500**	—	—	—
District 3						
Adobe Refining Co., div. of Funding Systems Refining Corp.	La Blanca, Texas	5,200	0	11/81	1/82	25+
Bayou State Oil Corp.	Hosston, La.	3,000	0	1/81	3/82	25+
Brio Refining Inc.	Friendswood, Texas	12,500	0	9/82	1/83	4
Bronco Refining Co.	Houston, Texas	2,250	0	4/81	7/82	1
Carbonit Refining Inc.	Hearne, Texas	11,000	0	2/81	1/82	6
Caribou-Four Corners, Inc.	Farmington, N.M.	2,200	2,400	1984	1984	19
Celeron Oil & Gas Co.	Mermentau, La.	11,000	0	1984	1984	6
Clinton Manges	Palestine, Texas	6,000	0	7/81	7/82	25+
Conoco, Inc.	Alvin, Texas	33,274	0	10/85	12/85	22
Copano Refining Co.	Ingleside, Texas	11,100	0	9/81	2/82	4
Damson Gas Processing Corp.	White Deer, Texas	0	1,000	9/81	2/82	4
Dorchester Refining Co.	Mt. Pleasant, Texas	26,500	38,800	1984	1984	6
Dow Chemical U.S.A.	Freeport, Texas	190,000	143,000	8/81	6/82	1
Eagle Refining Corp.	Jacksboro, Texas	1,800	0	3/81	7/82	1
Eddy Refining Co.	Houston, Texas	3,250	0	1984	1984	36+
Erickson Refining Corp.	Pt. Neches, Texas	30,000	0	12/81	8/83	4
Evangeline Refining Co.	Jennings, La.	4,500	0	12/82	1/83	25+
Flint Chemical Co.	San Antonio, Texas	1,600	0	1/85	3/85	23
GHR Energy Corp.	Good Hope, La.	300,000	433,000	12/82	9/83	15
Giant Industries Inc.	Farmington, N.M.	13,500	5,000	5/82	11/82	7
Gulf Oil Corp.	Venice, La.	28,700	46,300	4/81	12/81	13
Hill Petroleum Co.	Knots Springs, Texas	57,400	62,000	1984	1984	7
Independent Refining Corp.	Winnie, Texas	50,000	63,000	10/81	8/83	23
Lake Charles Refining Co.	Lake Charles, La.	28,000	0	4/81	2/82	2
Listo Refining Co.	Donna, Texas	3,500	0	7/82	12/82	4
Longview Refining Co.	Longview, Texas	14,000	14,000	12/81	4/82	25+
Mallard Resources Inc.	Gueydan, La.	7,400	0	11/83	12/83	4
Marion Corp.	Theodore, Ala.	25,000	14,500	3/83	9/83	15
McTan Refining Corp.	St. James, La.	19,300	0	7/81	8/83	6
Mid-Gulf Energy Corp.	Ingleside, Texas	39,400	20,000	1984	1984	3
Natchez Refining Co.	Natchez, Miss.	16,000	0	6/82	9/82	2
Petraco-Valley Oil Refining Co.	Brownsville, Texas	12,300	0	3/83	12/83	5
Placid Oil Co.	Mont Belvieu, Texas	8,500	0	1/82	7/82	2
Port Petroleum Co.	Stonewall, La.	3,200	0	1984	1984	5
Quintana Petrochem Co.	Corpus Christi, Texas	33,000	54,000	1984	1984	30
Quitman Refining Co.	Quitman, Texas	6,600	0	4/82	6/82	4
Rio Grande Crude Refining	Brownsville, Texas	9,500	0	6/81	6/82	3
Rio Grande Recovery Systems Inc.	Brownsville, Texas	1,000	0	5/81	2/82	2
Schulze Processing Inc.	Tallulah, La.	1,760	0	5/81	8/82	4
Shepard Oil Co.	Jennings, La.	10,000	0	5/81	2/82	4
Shore, Inc.	Kilgore, Texas	550	0	3/83	7/83	3
Sooner Refining Co.	Darrow, La.	8,000	32,200	1/82	2/82	2
Southern Union Refining Co.	Monument, N.M.	5,400	0	1/81	10/81	25+
Southern Union Refining Co.	Lovington, N.M.	36,100	18,500	1984	1984	8
Southland Oil Co.	Yazoo City, Miss.	5,500	3,080	2/81	7/81	25+
T & S Refining Co.	Jennings, La.	10,500	0	7/81	3/82	2
Tesoro Petroleum Co.	Carrizo Springs, Texas	26,100	3,500	1984	1984	27
Texaco Refining & Marketing Co.	Amarillo, Texas	20,000	24,400	4/85	12/85	37+
Texas Refining Co.	Midland, Texas	2,500	0	4/81	6/81	1
Texas Standard Refining Inc.	Houston, Texas	1,800	0	1/81	10/81	(S)
Thriftway Oil Co.	Graham, Texas	1,184	0	4/81	11/83	25+
Tipperary Refining Co.	Ingleside, Texas	7,320	0	1/82	3/82	4
Tropicana Energy Co.	Fort Worth, Texas	4,650	0	12/83	12/85	19
Vicksburg Energy Co.	Vicksburg, Miss.	6,000	0	1/85	9/85	7
Warrior Asphalt Co.	Holt, Ala.	5,500	2,000	1984	1984	30
Wickett Refining Co.	Wickett, Texas	8,000	0	1/76	2/82	25+
Total		**1,163,494**	**932,480**	—	—	—
District 4						
Caribou-Four Corners Inc.	Woods Cross, Utah	8,400	8,200	1984	1984	21
C & H Refinery Inc.	Lusk, Wyo.	180	0	1/81	2/82	25+
Gary Refining Corp.	Fruita, Colo.	15,200	27,100	2/85	10/85	4
Glacier Park Co.	Osage, Wyo.	10,000	0	2/81	3/82	4
Glenrock Refinery Inc.	Glenrock, Wyo.	6,000	0	4/81	9/81	5
Husky Oil Co.	Cody, Wyo.	11,500	17,800	6/82	9/82	25+
Kenco Refining	Wolf Point, Mont.	4,700	0	10/85	12/85	11
Morrison Petroleum Co.	Woods Cross, Utah	6,000	0	12/85	12/85	11
Sage Creek Refining Co.	Cowley, Wyo.	1,000	0	1/82	6/82	17
Southwestern Refining Co.	La Barge, Wyo.	1,040	0	4/81	8/81	7
Texaco Inc.	Casper, Wyo.	21,000	35,500	3/82	7/82	25+
Total		**85,020**	**88,600**	—	—	—
District 5						
Anchor Refining Co.	McKittrick, Calif.	9,000	7,000	11/82	2/84	6
Arizona Fuels Corp.	Fredonia, Ariz.	6,000	0	2/83	9/83	11
Coastal Petroleum Refiners	Bakersfield, Calif.	10,000	0	6/85	12/85	6
Demenno-Kerdoon	Compton, Calif.	10,000	2,000	1/83	8/83	6
ECO Petroleum Inc.	Long Beach, Calif.	0	7,000	1984	1984	8
Golden Eagle Refining Co.	Carson, Calif.	16,170	0	11/84	2/85	37+
Marlex Oil & Refining Co.	Los Angeles, Calif.	21,100	0	1984	1984	7
Powerine Oil Co.	Santa Fe Springs, Calif.	44,120	100,100	1984	1984	34
Quad Refining Corp.	Bakersfield, Calif.	7,000	0	8/80	10/81	2
Road Oil Sales Inc.	Bakersfield, Calif.	6,000	0	1/81	1/82	9
Tosco Corp.	Bakersfield, Calif.	38,800	80,000	1984	1984	33
United Independent Oil Co.	Tacoma, Wash.	730	0	7/80	3/82	7
U.S.A. Petroleum Corp.	Ventura, Calif.	24,000	7,000	12/84	12/84	7
Total		**192,920**	**203,100**	—	—	—
U.S. Total		**2,615,464**	**2,754,760**	—	—	—

Source: Energy Information Administration, Petroleum Supply Annual 1985. Vol. 1, published May 1986.